

# AMERICAN NURSERYMAN

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

Serial Dept.

SEP 27 1959

OCTOBER 1, 1959



Acer Platanoides Globosum

**SEEDS**

TREE—SHRUB—PERENNIAL  
FLOWER—GRASS—VEGETABLE

**HERBST BROTHERS**

SEEDSMEN, INC.

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	6 to 7 ft.	5 to 6 ft.	4 to 5 ft.	3 to 4 ft.
ALMEY, 15 to 20 ft., large red petals with white markings, scarlet fruit.	X	X	X	X
BACCATA PYRAMIDALIS, 15 to 20 ft., pyramidal form with white flowers and yellow fruit		X	X	X
BECHTEL'S, 12 to 15 ft., double pink fragrant flowers, May-June			X	X
BECHTEL'S KLEHM'S IMPROVED, 15 to 18 ft., faster grower, larger leaves, less susceptible to cedar rust		X	X	X
CENTENNIAL, new Minnesota State introduction. Tree small, horizontal branches. Flowers white. Fruit 2 ins., bright red over yellow. Excellent quality. Outstanding for ornamental or fruit.	X	X	X	X
COWICHAN, 18 to 20 ft., blooms profusely and bears good crop spectrum-red fruit each year. Light-colored flowers, brilliant fall foliage.		X	X	X
ELEY, 15 to 20 ft., reddish foliage in spring, single pink flowers followed by showy red fruit	X	X	X	X
FLORIBUNDA, 12 to 15 ft., pink buds, rosy-white flowers, small yellow fruit, green foliage, early			X	X
FLORIBUNDA PURPUREA, 15 to 20 ft., attractive red foliage in spring, single red flowers, dark purple fruit.		X	X	X
HILBORN'S PYRAMID, 12 to 15 ft., habit columnar, narrow but strong. Red buds open to pink flowers, purplish-red foliage	X	X	X	X
HOPA, beautiful upright tree. Red buds open to pink flowers. Fruits red inside and outside. Very hardy, disease resistant	X	X	X	X
IRENE, 12 to 15 ft., very dark foliage and similar-colored single flowers. Sister to Crimson Brilliant but more dwarf form.		X	X	X
JAY DARLING, 15 to 20 ft., purplish-red foliage, light purplish-red flowers, dark purplish-red 1-in. fruit, round-headed tree		X	X	X
MAKAMIK, 15 to 20 ft., purplish-red flowers followed by purplish-red fruit, bronze foliage, one of the best Canadian rosy blooms.		X	X	X
MOUNT ARBOR SPECIAL, 18 to 20 ft., abundance of crimson flowers, purple fruit, brighter brilliant reddish-purple foliage than other varieties		X	X	
NIEDZWETSKYANA, 20 to 25 ft., large red flowers followed by large, purplish-red fruit and leaves, large Russian-Turkistan variety		X	X	X
PURPLE WAVE, 20 ft., carmine buds open to pink flowers, dark purplish-green foliage, dark red fruit.			X	X
RADIANT, new Minnesota State fruit breeding introduction, very compact, symmetrical tree, blooms good red, fruits small red, hang on tree well		X	X	X
RED SILVER, 12 to 15 ft., foliage somewhat cut-leaved, flower crimson, leaves silver and red		X	X	
VAN ESELTINE, 15 to 18 ft., slender vase-shaped tree, large double deep-pink flowers, red fruit, glossy green foliage.		X	X	X



*One of America's Foremost Nurseries*

# Mount Arbor Nurseries

ESTABLISHED 1875

• SHENANDOAH IOWA •



# AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

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Forms for the November 1 issue will close Friday, October 9.

Forms for the November 15 issue will close Friday, October 23. Mail copy to arrive at Chicago by these dates—no later.

# FAITH...

who put the "Oh" in  
Howards O'Hemet roses?

Sure, 'tis the nurseryman, himself  
(bless the black-hearted spalpeen)  
who'll be sayin': "Oh, sich darlin'  
profits with those Howards O'Hemet  
roses!"

Begorra—'tis a foine year we're havin'. With num-  
ber one and one and a half grades a-spillin' over as  
reckless as McGinty's new bartender.

Angel Wings (there's a broth of a rose), Governor  
Rosellini, Tom Tom, our own blarney-kissed orig-  
inations. All-America Winners—new varieties, as  
tricky to grab onto as the devil's own whiskers.  
Sure, and we grow the intire lot of famous patented  
and non-patented roses.

Why be gettin' the back of the hand from yer cus-  
tomers? Scream like a banshee now fer the new  
wholesale catalog.

"Seasoned Rosebushes"

for the wholesale trade exclusively

**HOWARDS of HEMET**  
"Seasoned Rosebushes"  
HEMET • CALIFORNIA





# AMERICAN NURSERYMAN

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*Editor and Publisher*

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## Editorial

### SHOPPERS' MALLS

Not long since, the trade learned of an experiment at Toledo, O., in which four downtown blocks were shut off from traffic and adorned with plantings in a 45-day campaign to attract shoppers. The result was so pleasing to the businessmen that it is reported a permanent shoppers' mall is contemplated at a cost of \$300,000.

On a permanent basis, the city of Kalamazoo, Mich., will bar two blocks of a downtown street from vehicle traffic to create a shoppers' mall, with trees, shrubs, lawns, fountains and benches, at a cost of \$60,000. The expense is to be shared equally by the city and downtown businessmen.

Even in New York, Chicago and other large cities, business streets downtown have been lined with small trees and temporary plantings have been installed in tubs or more permanent containers. The effort obviously is to make the thoroughfares, with their hot, glaring concrete sidewalks, more attractive to shoppers.

The suburban shopping centers have drawn business away from the downtown sections and even from the old outlying shopping districts to an extent alarming to urban tradesmen. Obviously, the last-named cannot provide the extensive parking areas and park effects supplied by shopping centers in the suburbs, where the cost of real estate has not yet risen to fantastic figures, so that it is figured by the square foot instead of the front foot. Owners of the long-established department stores and other merchants, realizing that competition must be met, show keen interest in shoppers' malls and related developments.

Here is a form of mercantile, rather than industrial, landscaping in which landscape architects and nurserymen, as well as city planners, may interest themselves to their advantage and that of their communi-

ties. All such projects so far have been experimental, and some of them are just visions or exist only on paper. There is much thought and study necessary to turn them into realities.

### ASK PARCEL POST RISE

Parcel post rate increases averaging 17 per cent and varying from 1 to 35 per cent according to the weight of the package and the distance of the zone have been recommended by an examiner of the interstate commerce commission. Parcel post rates are under the jurisdiction of the commission, while the rates of postage on other classes of mail are voted by Congress.

The large mail-order houses of the country, important national business associations and other large mail users or their representatives will protest the size of the increase in hearings to be held shortly. The American Association of Nurserymen and the National Mail Order Nurserymen's Association will oppose the increases.

Those contesting the increases believe parcel post rates are already high and increases will only divert to other types of transportation some share of the traffic now carried by parcel post, resulting in a further deficit in Post Office Department receipts, the basis on which the prospective rise in rates is asked by the department.

### FINAL QUARTER

Industrial output in this country will set new records in the final quarter of the year, predict economists, carrying the other indexes of prosperity upward. This forecast has been made in anticipation of the settlement of various strikes and without untoward upset to the nation's economy. While such strike settlements are expected to bring some wage increases, as others have lately, they also bring to management better direction of the work force, with elimination of some of the feather-bedding and other outdated practices which not only were costly, but also impeded operations.

Such expectations are based upon the pressure of public opinion which recently has rallied to the President in his demands for labor legislation, economy in government and for other anti-inflationary measures. The workers today, whether in shop or in office, feel that they have more

of a stake in the prosperity of the country than ever before, through savings accounts, government bonds or other investments and in home ownership. Hence the popular pressure against upsetting strikes and inflation.

With general business resuming its strong forward impetus, nurserymen should find the closing months of this year, and probably the spring to come, a period in which their efforts to develop sales will be well rewarded.

### PACKAGING

Packaging is one of the most important factors in inducing people to buy, specialists in that field contend. Packaging is second only to the quality of the product itself, they assert, and many people judge a product's quality by the package. These two factors, quality and packaging, are held to surpass in significance both advertising and price.

In line with the current trend to self-service in retail trade, there is an increasing emphasis on packaging. Packages add to the convenience of the use of a product by customers. The greater attention given to packaging in the nursery field lends interest to the findings of specialists in a recent survey.

The importance of package appearance is indicated by the example of a company which manufactured an insect spray and changed from an unimpressive blue and white can, covered only with detailed, hard-to-read instructions, to a new one with various insects pictured on the can. In a market survey the old can scored 38 for visibility and 31 for readability, 100 being the equivalent of perfection. The new container scored 80 on both counts. The insecticide company believes sales may be doubled by the change to the new container.

Yet manufacturers run a serious risk in changing the appearance of a package that contains an old and successful product. Customers may not recognize the product in its new dress. In efforts to overcome this problem, manufacturers who make any drastic package change accompany it with massive advertising, which naturally adds to the cost of the change-over.

Often, however, manufacturers will conclude that a new package is needed to call attention to an improved product or to create the illusion of something new.



# Arkansas Meeting Focuses on Sales

Features Talks on Summer Maintenance, Promotion and Customer Relations

By Fred H. Kilner

Selling was the main theme of the educational program of the Arkansas State Nurserymen's Association convention held September 1 to 3 at the Velda Rose motel, Hot Springs, Ark. Talks on summer maintenance, improving customer relations and promotion proved most instructive to the 61 registrants. Adequate time was provided on the program for the conventioners to enjoy the recreational facilities of the year-round resort area, as the afternoons were left open for visiting the exhibits, sightseeing, swimming, water skiing or visiting the famous downtown auctions.

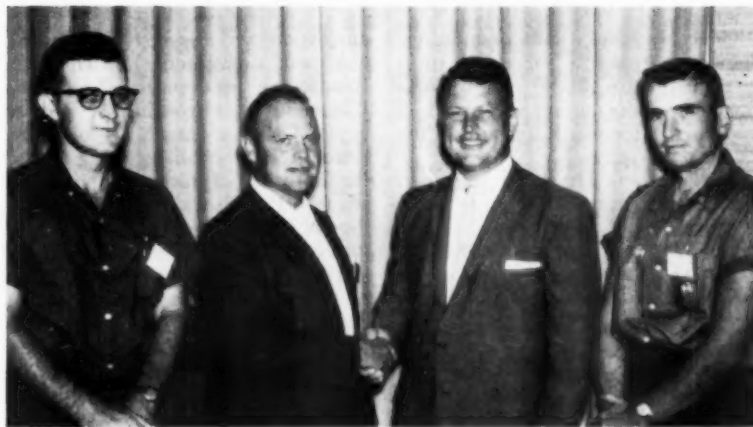
## Election

At the business session held Thursday morning, September 3, Bill Noble, H. M. Miller Nursery, El Dorado, was elected president; Dale Basham, Basham Nursery, Mountainburg, was chosen vice-president, and Jack Ballard, Piggott Nursery Co., Piggott, Ark., was voted in as secretary-treasurer. Elected board members were Carl Davis, Davis Nursery, Bentonville, and Sam Peace, Peace & Son Nursery, Siloam Springs, the outgoing president. The remaining board members are Willard Ballard, Piggott Nursery Co.; Wendell Roller, Roller's Nursery, Rogers, and Mr. Basham.

Committee members elected were the following: Program advertising, C. C. East, East's Nursery, Amity, and Mrs. Bill Noble; educational program, Aubrey Harper, Twitty Nursery, Texarkana, Tex., and Cecil Bittle, experiment station, Hope; entertainment program, Dale Basham and Willard Ballard; exhibits, Wendell Roller and Donald Pittman, Pittman Nursery, Magnolia, and nominating, Donald Pittman and Cecil Bittle.

Further action during the business session was the approval by the association of a resolution to support the plant pest detection program carried on by the state plant board and to request that the state legislature give adequate money to carry on this detection program and to support eradication efforts by the plant board. It was further voted to send copies of the resolution to all state legislators and the governor.

The treasurer's report, given by C. B. Wiggans, Wiggans Turf Nursery, Fayetteville, secretary-treasurer



Newly elected officers and outgoing president at the annual convention of the Arkansas State Nurserymen's Association held September 1 to 3 at Hot Springs: Left to right, Jack Ballard, secretary-treasurer; Sam Peace, retiring president; Bill Noble, president, and Dale Basham, vice-president.

of the group, indicated an improved financial position for the association. It was decided to return to the Velda Rose motel for the 1960 meeting. Robert Boyd, Globe Nursery, McMinnville, Tenn., director of the Southern Nurserymen's Association, issued an invitation to hold the 1961 Arkansas convention in conjunction with the Southern Nurserymen's Association meeting at the Hotel Peabody, Memphis, Tenn.

## Convention Opens

Calling the convention to order Wednesday morning, President Peace introduced the mayor of Hot Springs, who welcomed the nurserymen. Moving right into the educational program, John Schatz, associate professor of horticulture, Southwest Missouri State College, and owner of Southgate Gardens, Springfield, Mo., showed the group how to obtain extra profits through summer maintenance work in a talk on that subject. He stated that this is the most profitable part of his operation, though it is perhaps the most neglected phase of the nursery business.

Mr. Schatz related that in Springfield, a town of 104,000 population, there are nine companies that do maintenance work on a permanent basis. Since anyone who pays a \$15 license fee may do this type of work in Missouri, there are a number of itinerant workers during the summer months. In Arkansas one must prove qualifications to do similar work.

Mr. Schatz does not do much radio or newspaper advertising, as he has found this attracts bargain hunters. He said that homeowners who wish their grounds to appear better than their neighbors' make the best customers and every homeowner is a potential customer.

He considers that making public appearances is the most effective method of obtaining new customers. Art groups, mothers' clubs at churches, garden clubs and the newcomers' clubs are all visited. Also radio and television appearances are made when a station wishes to present an educational talk.

Mr. Schatz stressed the value of writing articles for local newspapers. He advised writing on current topics such as control measures for insect pests that are active at the time. In writing such articles, he points out the symptoms to watch for and suggests an eradication program to be used by homeowners. He advises calling in a commercial man if the homeowner is unable to do the job himself. Mr. Schatz added that he is usually the commercial man called to do the job.

## Repeat Work

All customers that had maintenance work done during the past year are sent a return post card in the spring, thanking them for their past business and requesting them to return the card if they wish to

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# Wisconsin Nurserymen Tour, See Demonstrations

By Thomas S. Pinney

Generally ideal weather conditions helped to make a successful summer meeting for the Wisconsin Nurserymen's Association September 3 and 4 at Wisconsin Rapids and Port Edwards, Wis.

Registration Thursday morning, September 3, at the Nepco Lake Nursery, Port Edwards, showed more than 100 persons in attendance. Buses were furnished for a tour of the Nekoosa-Edwards paper mill, at Port Edwards. The group viewed the production process from the time the logs enter the mill at one end until they come out as paper, wrapped, ready to use. This was a good demonstration of the tremendous amount of machinery required to produce paper from pulp.

Upon return from the mill, the nurserymen toured the Nepco Lake Nursery and saw demonstrations of special planting equipment. This nursery is now using equipment that will transplant from 60,000 to 70,000 2-year seedlings per day.

## Demonstrations

Buses and cars then took the entire group to the Nekoosa-Port Edwards boys' and girls' youth lodge tucked away in the woods only three miles from the nursery. There an excellent smorgasbord lunch was served in the large log dining hall.

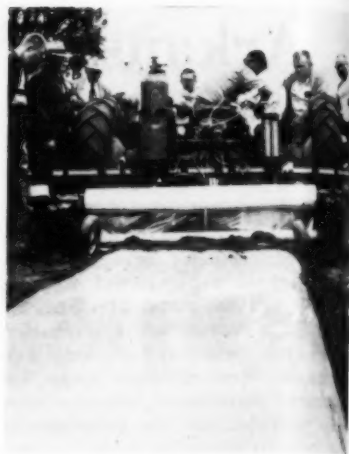
At the nursery after lunch, a dem-

onstration on sawdust composting was well executed by Helmuth Krause, of the department of soils, University of Wisconsin. Mr. Krause explained how sawdust could be changed into excellent compost by the addition of nitrates and phosphates. He also demonstrated the type of machinery best suited to performing this task.

The composting demonstration was followed by some interesting demonstrations on chemical weed control. Representatives of two large chemical firms were present. One demonstration was of the use of Brozone, injected into the soil with special machinery and covered with narrow polyethylene tarps. A second demonstration featured Vapam, injected into the soil and sealed by means of rolling and irrigation. Considerable interest was shown in these features as chemical weed control is foremost in the minds of many nurserymen today.

After these demonstrations a few hours were allotted to family recreation, such as swimming, fishing and golfing.

At 6:30 p. m. all assembled at the new South Wood County Y.M.C.A. for a tour of the building, followed by dinner in one of its spacious dining halls. This building was put up at a cost of about \$1½ million by the paper industry of that commu-



Demonstration of chemical weed control at Nepco Lake Nursery, Port Edwards, during Wisconsin meeting.

nity. From a recreational standpoint, this building has just about everything one could desire.

## At Wisconsin Rapids

Saturday morning, September 4, the group assembled at the Leland Jens Nursery & Landscape Co., Wisconsin Rapids, with Mr. and Mrs. Jens as hosts for the day. After a short tour of the nursery, all assembled on the Jens lawn, with soft bales of hay for seating. Fred Trenk, Wisconsin state extension forester, talked on the commercial Christmas tree situation. Mr. Trenk felt that there are too many trees being planted, with not enough attention being paid to the marketing of quality merchandise. He felt that more attention should be paid to shearing the commercially grown Christmas tree and to better grading methods, which would make it possible to put a standard piece of merchandise on the market.

Les Johnson, associated with a Twin City department store, gave an interesting talk on merchandising nursery stock. He mentioned that it is important to have leaders in the selling of nursery stock as well as any other type of merchandise. Mr. Johnson stated that the store believes in using at least 10 per cent of the gross sales in advertising. Mr. Johnson felt that many merchandisers in the nursery business spend too much time trying to sell abstract things like hedges, windbreaks, foundation plantings and such, instead of endeavoring to sell the specific plant and publicizing the good qualities of each individual plant.

Joe Whelan, sales manager for the J. V. Bailey Nurseries, also discussed merchandising of nursery

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Left to right, John Gartman, Gartman's Gardens, Fond du Lac, past president of the Wisconsin Nurserymen's Association; Ralph Petranek, Brown Deer Nurseries, Milwaukee, vice-president; Kenneth W. Greaves, Greaves Landscape Nursery, Milwaukee, president; Delmar E. Lied, Lied's Nursery Co., Milwaukee, and Ellsworth Oilschlager, Nepco Lake Nursery, Port Edwards, a host, during association's summer meeting last month.

# Kansas Program Features New Ornamental Shrubs

By Ralph B. Ricklefs, Jr.

The Kansas Association of Nurserymen met in the Garden Center in Loose park, Kansas City, Mo., with official registration beginning in the afternoon of August 25. Organized tours of several nurseries and garden shops in the greater Kansas City area were conducted during the afternoon. After the tours, a dinner was served. Most delegates either attended the baseball game between the Kansas City Athletics and the Baltimore Orioles or saw the musical comedy presented at the Starlight theater that evening.

Wednesday, August 26, the meeting was officially called to order by Vice-president Donald Roepke, J. H. Skinner & Co., Topeka, in the absence of President G. M. Sheppard, Williams & Harvey, Prairie Village. Following the invocation, Dr. John Phillip Baumgardt, executive director of the Garden Center, gave the official welcome.

Dr. Baumgardt extended an invitation to all the nurserymen to take advantage of the many facilities of the Garden Center, which, he said, was developed precisely for such purposes as the K. A. N. meeting. He explained that Loose park was originally planned as an arboretum but had long been neglected as such although the project is again being considered. He pointed out the many varieties of oaks, lindens, maples and other trees and shrubs on the grounds.

The Loose Park Garden Center boasts a beautiful contemporary building with complete facilities, including a kitchen, meeting rooms and an excellent reference library with a good research section. Dr. Baumgardt invited the nurserymen to write him about any problems and take advantage of the services offered by the Garden Center.

## New Officers

At Wednesday's business meeting, the following slate of officers was proposed by the nominating committee and subsequently elected: President, Donald Roepke; vice-president, Guy Mathews, Manhattan; secretary, John Tonkin, Topeka, and director, Robert McHenry, Wichita.

Dr. Ray A. Keen, Kansas State College, Manhattan, retired as sec-

retary this year, after a long term in that office. It was decided that the 1960 fall meeting would be held at Manhattan, Kan.

Dr. Baumgardt appeared again on the program to discuss "New Ornamental Shrubs." He stated that it is the common desire of all gardeners to grow something in their yards that is not supposed to grow there, particularly in the class of broad-leaved evergreens. The average gardener believes that all plants are foolproof and, once planted, require no further care. This is, of course, not true, especially of broad-leaved evergreens. These plants require an acid soil and will not grow unless the soil is prepared properly. All broad-leaved evergreens need a steady flow of phosphate-nitrogen nutrients such as are provided by cottonseed meal and rock phosphate.

Hardening-off for the winter is aided by an application of potassium chloride to the soil during the latter part of the summer. Broad-leaved evergreens need a great deal of protection from the sun. They also need protection from the hot, drying winds of the summer and adequate water during the winter season.

## Hardy Seedlings Selected

Dr. Baumgardt exhibited specimens of English hybrid rhododendrons; *Magnolia grandiflora*; various azaleas, including the species *pucincensis*, and some of the Ghent hybrids, all of which have been growing with success in the Kansas City area. He explained that most of these were raised from seedlings, the hardiest individuals being chosen from

those that had woolly leaves and stems. This woolly characteristic seems to be an indication of adaptability to the rigorous conditions of Kansas.

Various unusual species of euonymus, heder, ilex, buxus, pieris and pachysandra were shown. One of the major factors in the survival of these species outside their normal range is the microclimate existing in the individual home grounds. Dr. Baumgardt also showed the nurserymen numerous species of barberry, a new variety of Korean boxwood, *Eleagnus pungens* and Cardinal holly. A short discourse on disease and pest control was given by Sterling Evans, Evans Orchard Supply Co., Kansas City. Mr. Evans outlined some phases of soil insect control using aldrin, BHC and lindane. He also explained the uses of some of the newest insecticides, including guthion, Diazanone, Phaltan and Cyprax. In an interesting and unusual talk, Dr. Ray A. Keen explained the various geological phases that have produced the composition of Kansas soils, explaining also the difference found in the soils over the state. He told how the great Kansas salt deposits were formed and showed the influence of the state's geological history upon the native plant material.

## Proposed Hall of Fame

Of great interest in the general Kansas City area is the newly proposed Agricultural Hall of Fame. William Borst, 4-H Club agent of Wyandotte county, Kansas, pointed out the many features of this installation, which will make it one of the greatest tourist attractions in the midwest.

To be developed on a 770-acre tract two miles north of Bonner Springs, Kan., the Hall of Fame is planned to honor the American farmer; to serve as a public education center, and to become a show-

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New officers of Kansas Association of Nurserymen: Left to right, C. A. Prater, director; Guy Mathews, vice-president; Dan Roepke, president; Robert McHenry, director, and John Tonkin, secretary-treasurer.



## Sorting the Woody Ornamentals

# Many Forms and Uses

## Rank Maples High

## Among Shade Trees

By Donald Wyman

Horticulturist, Arnold Arboretum

Most growers will admit that among the maples are some of our most valued shade trees. They constitute a large and varied group, collected from all over the north temperate zone. Approximately 108 species and varieties are offered by American nurseries; 156 are being grown in the Arnold Arboretum, and about 250 are being grown somewhere in the various arboreta and botanical gardens of America.

As everyone knows, they are planted for their form, for the shade they provide, for good foliage and brilliant autumn color, some of them for their flowers (*A. rubrum*) and some even for the fragrance of their flowers (*A. ginnala*). It takes a long time to learn all there is to know

about the hardiness of a tree, its ability to grow under various conditions, its final form at maturity, its value in autumn color, so that the listing offered here is not to be taken as a final one by any manner of means.

Our needs for shade trees change with the times. Fifty years and more ago, the silver maple was widely planted as an ornamental tree; now, with the recurrence of high wind storms and with knowledge of other more recently introduced trees, the weak-wooded silver maples are going out of fashion.

### Important Small Tree Group

Smaller houses and smaller gardens require the planting of smaller trees, so that there is an increasing



*Acer Rubrum Columnare*

interest in many of the maples that were overlooked years ago, either because they were not sufficiently well known or because the mature heights of some precluded their use.

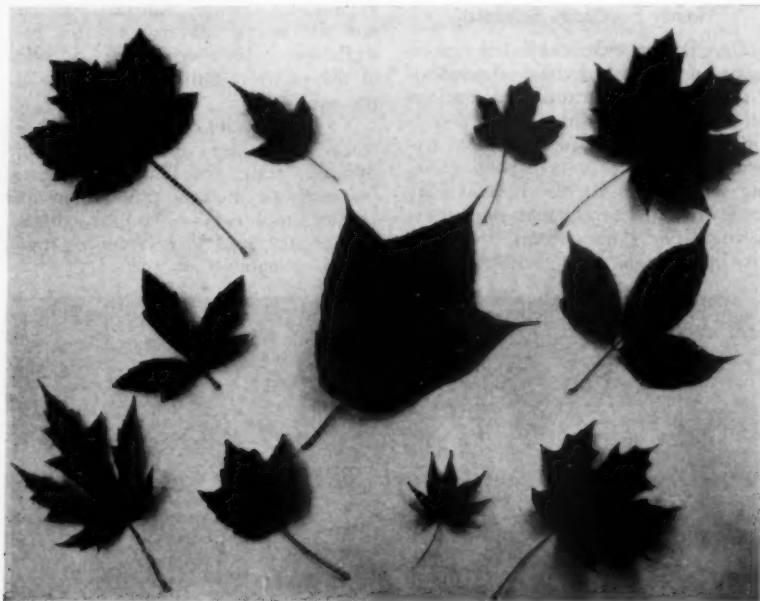
Most commercial growers are thoroughly familiar with some of these maples, but few know all the 70 or more in the recommended list. It should be particularly pointed out that over 30 of them have mature heights of 30 feet or less, an excellent group for study because of modern planting demands. There will always be a demand for large trees, but the demand for smaller ones is definitely on the increase.

New clones or cultivars are continually being offered, but they should be carefully assessed, since some are not necessarily any better than older standard varieties. Trees with variegated foliage are none too popular, and correctly so. Trees with definitely narrow or rounded forms have important uses on small properties and in congested areas, and among the maples are some of the best columnar trees.

A few maples are valued for their interesting winter bark (*A. griseum*, *capillipes*, etc.) but even the light gray bark of *A. rubrum* has merit. In fact, there are species among the maples for planting anywhere, in cold (*A. ginnala*), hot (*A. barbatum*, *floridanum*), dry (*A. negundo*) or wet (*A. rubrum*) areas.

### Autumn Color Outstanding

Autumn color of the group is usually outstanding, many types turning brilliant red or yellow. Most of the



Leaves of Well-Known Species of Maple

Top: *A. pseudoplatanus*, *ginnala*, *campestre*, *saccharum*.  
Middle: *A. griseum*, *pensylvanicum*, *negundo*.  
Bottom: *A. saccharinum*, *rubrum*, *palmatum*, *platanoides*.

Illustrations with this article are from photographs supplied by the Arnold Arboretum, Jamaica Plain, Mass.



European types, however, do not have any autumn color (*A. pseudo-platanus*, *campestre*, etc.) while some of the *A. palmatum* varieties have excellent red foliage throughout the summer. All in all, this group consists of some of the best of our shade trees, diversified enough so that some are usable almost anywhere in the United States under almost any but the most extreme conditions.

### Valuable Booklet

"Maples Cultivated in the United States and Canada" is the title of a recent booklet which every nurseryman should own, by Brian O. Mulligan, published by the American Association of Botanical Gardens and Arboretums. In this are listed all the maples known to be growing in the arboretums and botanical gardens of North America, together with the places where they can be observed.

Also, in this booklet, the new rules for designating clones have been followed, and other information about maples has been noted. All of this provides excellent reference material for anyone interested in the group. Therefore, it is not necessary to repeat information thus available to everyone. This article is confined to a listing of the maples already in North America, divided into the "recommended" and "not recommended" groups, together with short notes on the reasons for such listings. There are other maples with which few are well acquainted and which should be given further trial in the arboretums before they are suggested for major planting.

### Maples Recommended

Recommended species and varieties are listed below, with the height in feet at maturity, the hardiness zone and comments as to growth, color or shape of leaves and use:

*A. argutum*: 24, Z 5—a pretty maple with interesting lobing and tothing of the leaves, making it as ornamental as many varieties of *A. palmatum*.

*A. barbatum floridanum* (*floridanum*): 50, Z 9—for the far south only.

*A. buergerianum*: 20, Z 6—proving popular as reported in shade tree surveys in the central United States.

*A. campestre*: 36 to 75, Z 4—excellent for screening purposes where hardy.

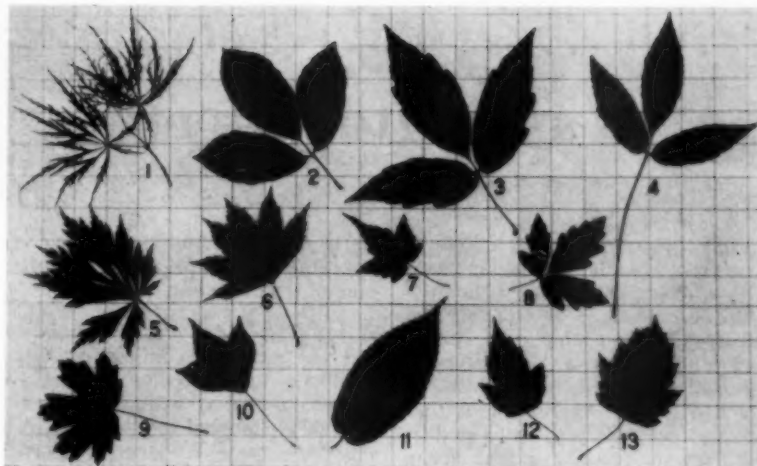
*A. c. austriacum*—usually a tree.

*A. c. compactum*—compact, few feet high, usually shrub.

*A. c. postelense*—leaves golden yellow when young.

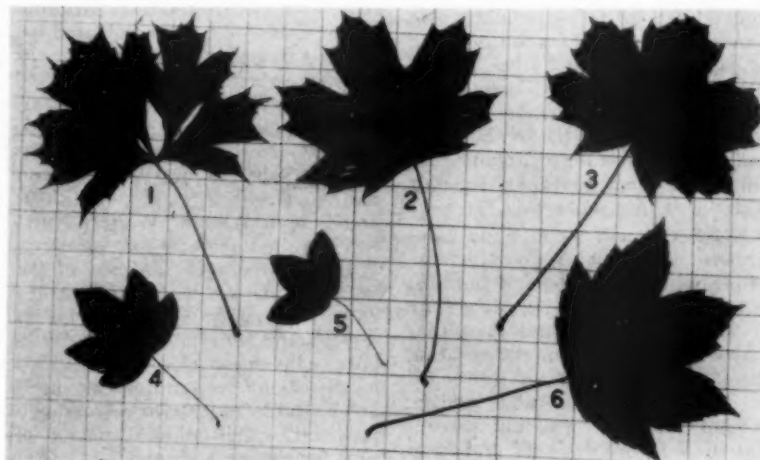
*A. capillipes*: 30, Z 5—branches

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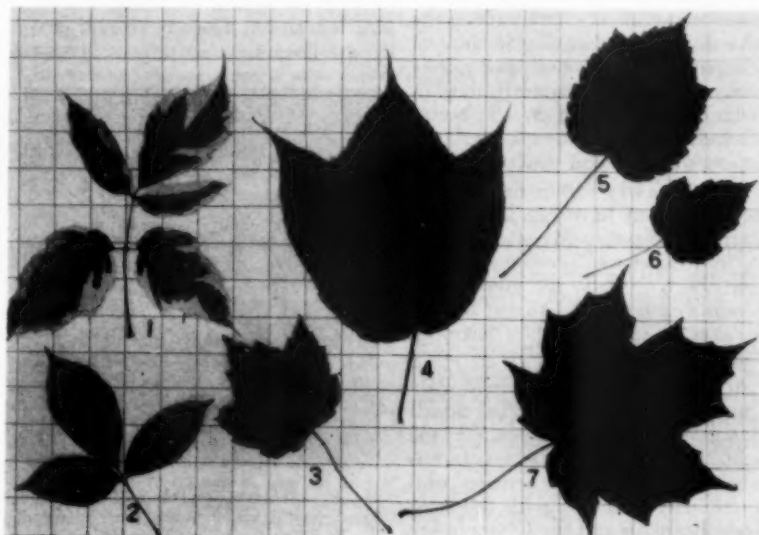


Maple Leaves of Different Species (Over 1-inch Squares)

1. *Acer palmatum dissectum*, 2. *nikoense*, 3. *triflorum*, 4. *mandshuricum*, 5. *japonicum*, 6. *pinnatifidum*, 7. *tachonoski*, 8. *griseum*, 9. *opalus*, 10. *buergerianum*, 11. *carpinifolium*, 12. *ginnala*, 13. *tataricum*.



1. *Acer platanoides lorbergi*, 2. *platanoides*, 3. *platanoides undulatum*, 4. *campestre*, 5. *monspessulanum*, 6. *pseudoplatanus*.



1. *Acer negundo aureo-marginatum*, 2. *negundo*, 3. *rubrum*, 4. *pensylvanicum*, 5. *spicatum*, 6. *circinatum*, 7. *saccharum*.

# Name Executive Secretary At Washington Meeting

By M. Blake Smith

The appointment of an executive secretary was the most important action taken by the Washington State Nurserymen's Association during its summer meeting at the Monte Cristo hotel, Everett, Wash., August 19 to 21. Two other major decisions reached at the meeting were that officers for 1960 will be elected at the January meeting of the group and that the winter meeting will be held at Seattle.

Ken Baker, Tacoma, was unanimously chosen executive secretary by the W. S. N. A. board of directors from a slate of five candidates. He comes well qualified for the position, having had experience in public relations work. He was to assume the post officially on September 15. The agreement between the W. S. N. A. and Mr. Baker is for a probationary 6-month period, to be extended if both parties are satisfied.

His duties will be to build association membership; to edit the monthly bulletin, *Balls and Burlaps*; to keep abreast of any pending state or local ordinances and laws that may affect nurserymen and to bring these to the attention of the board of directors; to plan and manage promotions and events that will result in a favorable state and local press; to see that newspapers and radio and TV broadcasting stations throughout the state have a constant flow of news releases emphasizing the value of good landscaping for homes, industrial establishments and public areas, and to sell constantly the importance of qualified W. S. N. A. members as sources for quality landscaping material and services.

Major nursery owner members of the association have pledged \$10 a month to help pay Mr. Baker's salary and expenses. Smaller nurseries have been asked to give lesser amounts each month. Almost the entire first six months' salary has been pledged.

At a board meeting held late Thursday night, the directors decided on Seattle as the place for the January meeting. The exact date is to be decided by the convention committee after checking with the Benjamin Franklin and the Olympic hotels as to possible reservation dates. Efforts will be made to secure space

at the Olympic hotel, because of the opportunity for a larger room for the annual trade exhibit.

## Officers Nominated

The nominating committee's slate of officers, to be voted on at the winter meeting, was unanimously endorsed. Nominated for W. S. N. A. president was Wayne Cockburn, Marysville Nursery, Inc., Marysville; for first vice-president, Edmund Heath, Heath's Nursery, Pateros; for second vice-president, Charles Rohn, Charlie's Garden Center, Seattle. Fred Dent, Mountain Meadow Nursery, Monroe, was nominated for another term as treasurer.

Officers elected Friday, August 19, by chapter 28 of the American Association of Nurserymen were C. Norb Balzer, C. Norb Balzer Nursery, Spokane, president; Julius Bretz, Beacon Hill Nursery, Seattle, vice-president, and Lenora Walters, Walters Nursery, Puyallup, secretary-treasurer.

The joint summer meeting of the W. S. N. A. and A. A. N. chapter 28 was especially noteworthy for its recreational program. Wayne Cockburn, convention chairman, and his hard-working committee arranged an enjoyable and varied recreational program which allowed plenty of time for visiting and relaxing.

On Thursday, members enjoyed perfect weather during their trip on the Puget sound steamer, *Virginia VI*, which left Everett at 1:30 p. m. and followed Saratoga pass between

Camano island and Whidbey island through Skagit bay to Hope island.

The Indian reservation chosen as the site of the salmon barbecue on Wednesday evening provided a link with the primitive past of the Pacific northwest region. Thursday night's smorgasbord was held at a private dining room perched on the very edge of the rocky shore of Hope island. Both dinners were preceded by a cocktail hour, and a dance at the Monte Cristo hotel followed Wednesday evening's barbecue.

## Opens Business Meeting

The formal business meeting program began Thursday morning at 9:30 a. m., when President John Strander, Strander Nurseries, Seattle, called the meeting to order. He introduced Paul Mayer, Wedgewood Gardens, Seattle, who expressed the debt that Washington nurserymen owe to the late Dr. John H. Hanley, former editor of *Northwest Gardens* and *Homes* magazine and widely known as a garden writer and speaker, who died August 14. Everett's mayor, the Hon. George Culmbach, welcomed the nurserymen to the city.

Arthur Myhre, Puyallup experiment station, then spoke on weed control and illustrated his talk with colored slides showing successful use of weed killers on experimental plots at the Puyallup station.

Among these was a slide showing the effects of Simazine and amino triazole on a plot of quack grass. These weed killers were used in different strengths both singly and together on different portions of the infested area. Two-pound strengths were found to be too light. Better control was obtained when 4 and 6-pound strengths were used.

Gerald L. Poor, state extension 4-H Club agent, Pullman, spoke briefly on the 4-H home grounds project and asked nurserymen to work with county agents in training club leaders. The 4-H home grounds project is a movement to develop in young 4-H Club members skill and knowledge in growing and using ornamental plants. The weakness in the project is that many of the children's leaders do not have a sufficient knowledge of plants. Mr. Poor said that there is an enrollment of 20,000 in this 4-H project.

Harold Abbott, Spokane park department, was the last speaker of the morning. Mr. Abbott was formerly the resident landscape architect at Mount Vernon, Va., and will shortly join the faculty of the horticulture department, State College of Wash-

[Continued on page 136]



John Strander, Strander Evergreen Nurseries, Seattle, Wash., president of the Washington State Nurserymen's Association, presided at the group's summer meeting at Everett.



Participants in the American Association of Nurserymen's second management conference held August 30 to September 5 at the Sagamore conference center of Syracuse University, in the Adirondack mountains of New York.

## Second A.A.N. Management Conference

**Sagamore Sessions Cover Accounting, Finance, Personnel Relations, Marketing**

The recent management conference scheduled by the American Association of Nurserymen at the Sagamore conference center of Syracuse University, in the Adirondack mountains in New York, provided broad approaches to greater understanding of four major fields included in managerial functions. These important topics were accounting, finance, personnel relations and marketing. Three sessions each were given to the first and the last subjects named, while each of the others was discussed at two meetings.

Fifty-one registrations were made for the conference, the scheduled dates for which were August 31 to September 4. A number of the group took advantage of the location of the affair to arrive early for a day of fishing and swimming before the program. Those who did not drive personally to the area arrived by special bus from Syracuse in time to receive their room assignments and work materials before the evening meal Sunday, August 30.

### Sagamore Background Told

Immediately after dinner, a general session was held in the huge center room of the main lodge. Prof. Robert Smith, chairman of the department of marketing at Syracuse University, who served as coordinator for the week, gave a summary of the conference plans and introduced Dr. Walt Kell, whose ac-

counting presentation opened the Monday program.

Dr. Alan Knox, coordinator of three Adirondack conference centers, then related the interesting history of Sagamore and the development of the central Adirondack region. Sandwiches and coffee were served in the recreation hall at 9:30 p. m., where a few played games before retirement. This refreshment period was repeated each evening throughout the week.

When these nursery management conferences were first envisioned by the A. A. N., a definite need became apparent. It was realized that at the state nurserymen's association meetings and at the usual nurserymen's short courses, ample attention was devoted to production management. But it was also believed that this same relatively high degree of competence did not exist in the other traditional areas of management. Attention was therefore turned toward these fields.

The conference procedure that was planned consisted of holding two lecture sessions, each an hour and a half, each morning, separated by a coffee break. In the afternoon, the entire class was broken down into three informal discussion groups. In these discussion groups, the principles presented in the previous lecture were applied to the various problems in the nursery busi-

ness. The professors were available for technical consultation.

At 3 p. m. each day, after the discussion sessions, three hours of free time permitted nurserymen to swim, canoe, fish, hike or engage in other sporting events available at Sagamore.

Immediately after dinner each night, reporters from each of the three discussion groups reported some of the highlights of their respective discussions to the entire group. This was followed by personal interviews with professors or enjoying sports in the recreation hall.

Contests were held in such sports as pool, ping-pong, horseshoes, bowling and croquet. Winners in each of these events were awarded special prizes at the final dinner Friday evening. Certificates of completion were also presented at the Friday evening session.

### Accounting Presentation

In the comprehensive discussion of accounting concepts and practices, the first topic, presented Monday, August 31, starting at 8:30 a. m., was "What Accounting Records and Why?" This material was given under the following outline:

1. Definition, function and purpose of accounting—(a) Compilation of financial data, (b) communication of financial data.

2. Accounting and management—

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## Shade Tree Conference

# Arborists' Talks Cover Wide Range of Topics

By Noel Wysong

"Why Shade Trees Die along City Streets," was the subject of the first of several formal reports given at the Detroit meeting of the National Shade Tree Conference, August 17 to 21, which was briefly reported in the September 15 issue of the American Nurseryman.

In his report, P. P. Pirone, New York Botanical Garden, Bronx park, New York city, told that he examined 330 dead or dying trees in an attempt to ascertain the most common causes of street tree death. He said that city trees never die of old age, but are destroyed by unfavorable environmental conditions, disease, insect infestations, mechanical injury, vandalism or similar adversities.

Eighty-five per cent, or 275, of the trees examined were Norway maples, a very popular species for city planting, Dr. Pirone said. For 37 of these, the cause of death could not be determined, because they had been dead too long to permit accurate diagnosis. Disease was found to be responsible for the death of 198; 20 were killed by mechanical injuries due to vandalism and accidents; 11 by chemicals including crankcase oil, banding, weed killers or salt; 3 by poor soil drainage, and 2 each by winter injury, bonfires and insects.

Among the diseases causing death, the varnish fungus, *Ganoderma lucidum*, was responsible in 62 cases; verticillium, in 35; shoestring fungus, *Armillaria mellea*, in 20, and *sphaeropsis* species in 11. *Phytophthora* and *penicillium* were found to have killed 6 trees each, with various other fungi being responsible for the death of the remaining 58 maples.

### Answers Questions

In the question and answer period following his talk, Dr. Pirone said that the Dutch elm disease was worse this year than in any previous year. He suggested examining the roots when the typical streaking of the disease in branch wood is hard to find. Frequently, he stated, Dutch elm disease enters the tree through the roots, in which case the streak-

ing may be found there before it appears in the branch wood. He did not regard it as a safe practice to use wood chips from Dutch elm diseased wood as a mulch around other elms, because spores of the causal fungus might wash down through the soil and cause infection of the tree through root wounds. He added that

### SHADE TREE OFFICER



Dr. J. C. Carter

The newly elected vice-president of the National Shade Tree Conference, Dr. J. C. Carter, is head of applied botany and plant pathology at the Illinois natural history survey, Urbana, and a professor of plant pathology at the University of Illinois, Urbana.

Born in Indiana, he received his bachelor's degree from Purdue University in 1928, his master's degree in 1932 and his doctorate in 1934. From 1931 to 1934 he taught as an assistant in plant pathology at Purdue and did special research on fungicides at the University of Delaware. He joined the staff of the Illinois natural history survey in 1934 as an assistant botanist.

In 1945, Dr. Carter received the National Arborist Association award for his booklet *Wetwood of Elms*, published as a bulletin of the Illinois natural history survey. For six years he was a member of the board of governors of the National Shade Tree Conference and served terms as vice-president and president of the conference's Midwestern chapter. He is a member of numerous professional societies, including the American Phytopathological Society and the American Association for the Advancement of Science.

this also applies to chips from wood infected with verticillium wilt.

Asked to name a few tree species recommended for planting in New York city, Dr. Pirone suggested London plane, honey locust, pin oak, little-leaved linden, red oak and ginkgo. In closing, Dr. Pirone presented a series of color slides illustrating the various tree ailments he had discussed.

Homer L. Jacobs, vice-president of the Davey Tree Expert Co., Kent, O., advocated more extensive utilization of wood chips in his interesting discussion, "Conservation and Use of Wood Chips." He said wood chips could be used for many purposes, including soil erosion control and surfacing park walks, paths, trails and other areas where tan-bark generally is used.

Chips are especially useful as a mulch material. According to Mr. Jacobs it was estimated that some 4,000 wood-chipping machines are in use in the United States and Canada, and the chips produced should not be allowed to go to waste. He suggested processing and selling them in competition with other organic mulching materials now on the market.

### Other Uses

Using a series of slides to supplement his remarks, Mr. Jacobs described various uses of wood chips. As shown in the slides, wood chips and sawdust placed around balled trees greatly stimulated root growth. He advised the addition of nitrogen with the use of chips and warned against placing fresh wood chips in layers of more than six or eight inches in depth, because of the danger of heating. Referring to Dr. Pirone's remarks concerning the possibility of transmission of fungus diseases through wood chips, Mr. Jacobs suggested that it would be a good subject for further research.

"The Importance of Soil Aeration to Plant Growth" was the subject of the paper presented by A. Earl Erickson, department of soil science, Michigan State University, East Lansing. Stating that a normally fertile soil is composed of about 50 per cent solids, 25 per cent liquids and 25 per cent gases, Dr. Erickson said that sand contains less liquid and more gas, while in clay there is generally more liquid and less gas.

One of the principal limiting factors in plant growth is the supply of oxygen in the soil; if this element is not present in the root zone in adequate quantities, the plant will wilt and die. But, he pointed out, plants can use only a certain amount

[Continued on page 127]



# Building Sales with Timely Displays

By Thomas J. Morton



The Clover Garden Center, located on the busy Rochester highway at Pittsford, N. Y., relies on appealing window displays to attract customers.

An investment of a few pennies can be turned into a profit of dollars by the use of an attractive, topical window display that converts passers-by into customers. One nurseryman who believes this result is well worth the small investment of time and money required is Irving LaBaer, Clover Garden Center, Pittsford, N. Y.

To Mr. LaBaer, a display is more than a mere decoration. He maintains that window and floor displays should be designed to sell.

A successful retail nurseryman, Mr. LaBaer places strong emphasis on his displays. He plans and creates most of them, making them unusual, active, and—most important of all—current.

The Clover Garden Center is situated on the main highway to Rochester, N. Y., the city where most Pittsfordians are employed. In the commuting hours the highway is jammed, but the traffic stays heavy with suburbanites through the day. Mr. LaBaer uses his window displays to attract that passing crowd of customers.

## Autumn Window Attracts

To demonstrate the LaBaer methods of display, his October, 1958, windows will serve as an example. At that harvest time of the year, stores, stands and markets all over are stocked to the rafters with pumpkins in anticipation of Halloween's jack-o-lanterns and Thanksgiving's pies. A garden center is not necessarily a good outlet for pumpkins, but Mr. LaBaer shipped in 2,000 pounds of them and had them stacked neatly on the edge of his parking area.

His son Gary took one of the larger specimens and with a few pennies' worth of paint and 10 minutes of his time turned it into an attrac-

tive, unusual and colorful display for the front window. Passers-by saw it, thought it pleasing and drove in to investigate—and they bought pumpkins.

Customers came in because they liked the unusual, painted jack-o'-lantern and while they were there they saw other displays, too. The men suddenly remembered that they had been planning to do something about that bad patch in the back lawn, and Mr. LaBaer sold them the grass seed or the weed killer they wanted. Pumpkin buyers were reminded of the rosebushes they had planned to plant before the first frost, the evergreens they needed to complete their landscaping or the shade tree they had been wanting for years.

The ladies were attracted by the tulips from the big Dutch tulip display Mr. LaBaer had ready to greet them or by his huge, golden chrysanthemums. They remembered the shaggy hedge and bought their hus-

bands new pruning shears. In fact, three out of five pumpkin buyers went away with other purchases, items they had been thinking about for some time, but had no intention of buying as they came in for the pumpkin.

Mr. LaBaer is so convinced of the efficacy of display that much of his sales procedure is based on it. His window might attract customers with a snow removal theme, but those who enter the store to buy snow shovels find themselves intrigued with a power lawn mower sale. He contends that a well-planned display will always stimulate more sales, even during peak seasons.

Mr. LaBaer bought the pumpkins last fall because his experience had taught him that a timely, fast-moving item, properly displayed, would attract customers to his regular lines and services. His records show they did just that. "I didn't buy pumpkins," he explains; "I bought 2,000 pounds of salesman."



This novel pumpkin head in the Clover Garden Center's autumn window last year sold not only 2,000 pounds of pumpkins but a good volume of plant materials and garden supplies as well.

# Cephalotaxus Cuttings Respond to Rooting Aids

By L. J. Enright

Department of Horticulture, University of Maryland, College Park, Md.

As part of a continuing research project in the propagation of woody ornamental plants at the agricultural experiment station, University of Maryland, College Park, a test was conducted to determine the rooting response of cephalotaxus to several commercial rooting powders. Even though cephalotaxus has many desirable characteristics as an ornamental for landscape planting use, it has not attained the popularity of many other evergreen shrubs. It was thought that one of the reasons this plant is so little used is that it is difficult to propagate by vegetative means.

A review of the literature revealed little. L. H. Bailey<sup>1</sup> mentions that cephalotaxus can be rooted and grafted, but no details are given. J. V. Watkins<sup>2</sup>, working in Florida, obtained some rooting response with indolebutyric acid when he used a 24 and 48-hour soak for his cuttings. M. A. Tincker and C. H. Unwin<sup>3</sup>, however, failed entirely to propagate cephalotaxus by cuttings, both with and without chemical treatments.

## Materials and Methods

One of the more desirable species of cephalotaxus (harringtonia) was selected for this test. Tip cuttings six to eight inches long from the current season's wood were selected. Cuttings were taken June 25, 1958, and inserted in coarse bank sand in

the greenhouse bench. An intermittent mist system was used to provide the necessary moisture, employing Florida type A nozzles. The low-pressure mist was controlled by an electric time clock, and it operated 30 seconds out of every 10 minutes from 7 a. m. to 7 p. m.

Three commercial rooting powders were selected: Rainbow Rooting Powder Woody (.006 per cent 2,4,5 trichlorophenoxyacetic acid and .012 sodium salt of naphthaleneacetic acid), Rainbow Rooting Pow-

der Semi-Woody (.003 per cent 2,4,5 trichlorophenoxyacetic acid and .006 per cent sodium salt of naphthaleneacetic acid) and Hormo-Root C (.8 per cent indolebutyric acid and 15 per cent Thiram). There were 50 cuttings for each of the treatments and the control.

After 85 days the cuttings were lifted and graded. Results are summarized in the accompanying table by the condition and the percentage of rooting for each treatment.

The Rainbow Rooting Powder Woody gave not only the highest percentage of rooting, but also the longest roots and the greatest proliferation of roots. This indicates the typical hastening response of root-promoting substances. The cuttings that rooted in the control were heavily rooted, but the roots were neither so numerous nor so long as those treated with Rainbow Rooting Powder Woody. Roots on the cuttings treated with Rainbow Rooting Powder Semi-Woody were still less numerous when compared with the two previous treatments. The cuttings treated with Hormo-Root C were lightly rooted.

It appears that the rooting ability of cephalotaxus is not a deterrent to its occurrence in the trade, at least with the more recent use of mist and a suitable root-promoting substance.

Rainbow Rooting Powder Woody gave superior rooting in this study. The weaker response of the cuttings treated with Rainbow Rooting Powder Semi-Woody was undoubtedly caused by the lower concentration of active materials than is found in Rainbow Rooting Powder Woody.

The use of Hormo-Root C was not beneficial to rooting in this investigation. It is possible that the concentration of this material was too high and the response was a toxic one, or that this material has a specific toxicity for cephalotaxus. Since this particular root-promoting substance was found to be detrimental, further testing with other substances should be tried, along with various concentrations of the same material, before any general recommendations can be made.



Rooted under intermittent mist, these tip cuttings of *Cephalotaxus harringtonia drupacea* showed varying responses to treatment with three commercial rooting powders: (left to right) Hormo-Root C, Rainbow Semi-Woody and Rainbow Woody.



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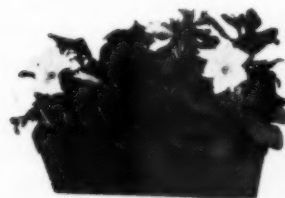
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Douglas Fir, 3-yr. transplants (2-1), 3 to 6 ins.	70.00
Austrian Pine, 4-yr. transplants (2-2), 8 to 15 ins.	70.00
Scotch Pine (Austrian Hill), 4-yr. transplants (2-2), 6 to 12 ins.	65.00
Scotch Pine (French Highlands), 4-yr. transplants (2-2), 6 to 12 ins.	65.00
Black Hill Spruce, 6-yr. transplants (2-4), 8 to 15 ins.	85.00
Black Hill Spruce, 6-yr. transplants (3-2), 5 to 10 ins.	75.00
Colorado Blue Spruce, 5-yr. transplants (2-3), 6 to 10 ins.	150.00
Norway Spruce, 5-yr. transplants (2-3), 6 to 12 ins.	80.00
Norway Spruce, 4-yr. transplants (2-2), 4 to 10 ins.	70.00
White Spruce, 6-yr. transplants (2-4), 10 to 18 ins.	85.00
White Spruce, 4-yr. transplants (2-2), 5 to 10 ins.	70.00
Upright Yew (Taxus capitata), 5-yr. transplants (2-3), 6 to 10 ins.	250.00

### SEEDLINGS (not guaranteed)

European Larch, 2-yr. seedlings (2-0), 4 to 10 ins.	30.00
Japanese Black Pine, 2-yr. seedlings (2-0), 3 to 6 ins.	25.00
Scotch Pine (Austrian Hill), 2-yr. seedlings (2-0), 4 to 8 ins.	25.00
Scotch Pine (Spanish), 2-yr. seedlings (2-0), 4 to 8 ins.	25.00
Scotch Pine (North German), 2-yr. seedlings (2-0), 3 to 5 ins.	20.00
White Pine, 2-yr. seedlings (2-0), 3 to 5 ins.	25.00
Colorado Blue Spruce, 4-yr. seedlings (4-0), 6 to 12 ins.	50.00

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Cash with order; or one-half cash with order, balance C.O.D. All prices F.O.B. Fryeburg, Maine, net; no discounts. 250 trees of any one kind and size at the 1000 rate. For less than 250 of one kind, ask for retail price list. No extra charge for boxes or packing.

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90 per cent of all transplants sold at regular wholesale prices as quoted in this list are guaranteed to live. Replacements will be made free of charge for any losses in excess of 10 per cent of the number purchased, provided we are notified of such losses by October 1, 1960. (Seedlings not guaranteed.)

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**October 12 and 13, 1959**

At Western Hills Lodge, Wagoner, Okla.  
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Box 276, Wagoner, Okla.

## FOR FALL, 1959

Norway Spruce, 3 to 4 ft., 4 to 5 ft., 5 to 6 ft.
Austrian Pine, 3 to 4 ft., 4 to 5 ft., 5 to 6 ft., 6 to 7 ft.
White Pine, 3 to 4 ft., 4 to 5 ft., 5 to 6 ft., 6 to 7 ft.
Red Pine, 3 to 4 ft., 4 to 5 ft., 5 to 6 ft., 6 to 7 ft.
Scotch Pine, 3 to 4 ft., 4 to 5 ft., 5 to 6 ft., 6 to 7 ft.

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## COMING EVENTS

### MEETING CALENDAR

October 7 to 10—American Horticultural Council, 14th annual congress, Rochester, N. Y.

October 12 and 13—Oklahoma State Nurserymen's Association, annual convention, Western Hills Lodge, Wagoner, Okla.

October 24 to 25—Florida Nurserymen and Growers Association, fall trade show, Lauderdale Beach hotel, Fort Lauderdale.

October 30 and 31—Holly Society of America, fall meeting, Tidewater Inn, Easton, Md.

December 1 to 3 — New York State Nurserymen's Association, short course, Statler hall, Cornell University, Ithaca.

December 7 and 8—Minnesota State Nurserymen's Association, winter meeting, Curtis hotel, Minneapolis, Minn.

December 7 and 8—Nebraska Association of Nurserymen, winter convention, Cornhusker hotel, Lincoln, Neb.

December 7 to 9—Arizona Association of Nurserymen, annual convention and landscape design and nursery short course, University of Arizona, Tucson.

December 9 to 12—Plant Propagators' Society, annual meeting, Philadelphia, Pa.

January 4 to 6, 1960—Western Association of Nurserymen, annual convention, Hotel Bellerive, Kansas City, Mo.

January 11 to 13—Illinois State Nurserymen's Association, annual convention, Hotel La Salle, Chicago, Ill.

January 17 to 19—New York State Arborists' Association, meeting and school, Cornell University, Ithaca, N. Y.

January 18 to 21—Ohio Nurserymen's Association, winter meeting and short course, Neil House, Columbus, O.

January 28 and 29—Oregon Association of Nurserymen, winter meeting, Hotel Eugene, Eugene, Ore.

### WINTER MEETING DATES

In the coming events department of this issue of the American Nurseryman appear the dates of mid-winter conventions which have already been made known. In order to assist association members and trade exhibitors to make their plans, secretaries are invited to notify the editor of further meeting dates as soon as they are determined.

### TEXAS ROSE FESTIVAL

The southwest's largest floral fiesta, the Texas Rose Festival, highlighted by the 2-mile rose parade of flower-decked floats bearing the rose queen and her court, will be held October 16 to 18 this year at Tyler, Tex. In addition to other spectacular events, such as the coronation of this year's rose queen, Elizabeth Byars, and the gala fiesta night, with its full program of professional enter-

[Continued on page 22]



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### AMERICAN ARBORVITAE VARIETIES

(Thuja occidentalis) Each Per 10 Each Per 100

<b>Dark Green American Arborvitae</b>		
24 to 30 ins.	\$1.75	\$1.50
30 to 36 ins.	2.25	2.00
4 to 5 ft.	3.50	3.00
5 to 6 ft.	4.50	4.00
<b>Compacta erecta Globe Arborvitae</b>		
15 to 18 ins.	1.60	1.40
18 to 24 ins.	2.00	1.75
24 to 30 ins.	2.50	2.25
<b>Globe American Arborvitae</b>		
12 to 15 ins.	1.45	1.25
15 to 18 ins.	1.75	1.50
18 to 24 ins.	2.25	2.00
24 to 30 ins.	2.75	2.50
<b>Pyramidal American Arborvitae</b>		
18 to 24 ins.	1.50	1.35
24 to 30 ins.	1.80	1.65
30 to 36 ins.	2.50	2.25
3 to 4 ft.	3.00	2.75
4 to 5 ft.	4.00	3.50

### ORIENTAL ARBORVITAE VARIETIES

(Thuja orientalis)

<b>Baker Arborvitae</b>	Each Per 10	Each Per 100
24 to 30 ins.	\$1.35	\$1.20
30 to 36 ins.	1.60	1.40
3 to 4 ft.	2.00	1.75
4 to 5 ft.	3.00	2.50
<b>Berckmans Golden Arborvitae</b>		
12 to 15 ins.	1.25	1.00
15 to 18 ins.	1.40	1.20
18 to 24 ins.	1.70	1.50
24 to 30 ins.	2.25	2.00
<b>Blue Cone Arborvitae, compact pyramid</b>		
18 to 24 ins.	1.20	1.00
24 to 30 ins.	1.45	1.25
30 to 36 ins.	1.70	1.50
<b>Bonita Arborvitae, dwarf, full, green</b>		
15 to 18 ins.	1.35	1.20
18 to 24 ins.	1.70	1.50
24 to 30 ins.	2.25	2.00
30 to 36 ins.	2.75	2.50
<b>Excelsa Arborvitae</b>		
24 to 30 ins.	1.45	1.25
30 to 36 ins.	1.70	1.50
4 to 5 ft.	3.00	2.50
<b>Fruitlandi Arborvitae</b>		
18 to 24 ins.	1.70	1.50
24 to 30 ins.	2.25	2.00
<b>Mavhew Arborvitae</b>		
24 to 30 ins.	1.45	1.25
30 to 36 ins.	1.70	1.50
<b>Newark Arborvitae</b>		
24 to 30 ins.	1.45	1.25
30 to 36 ins.	1.70	1.50

<b>Cedrus atlantica</b>	Each Per 10	Each Per 100
2 to 3 ft.	\$1.75	\$1.50
3 to 4 ft.	2.75	2.50
4 to 5 ft.	3.75	3.50
5 to 6 ft.	4.75	4.50
<b>Cedrus deodara</b>		
2 to 3 ft.	1.75	1.50
3 to 4 ft.	2.75	2.50
<b>Cedrus libani</b>		
2 to 3 ft.	1.75	1.50
3 to 4 ft.	2.75	2.50
4 to 5 ft.	3.75	3.50

### JUNIPERS, SPREADING VARIETIES

All spreading Junipers many times trimmed, well filled and of specimen quality.

<b>Andorra Juniper</b>	Each Per 10	Each Per 100
12 to 15 ins.	\$1.25	\$1.10
15 to 18 ins.	1.60	1.40
18 to 24 ins.	1.90	1.75
24 to 30 ins.	2.50	2.25
30 to 36 ins.	3.00	2.75
<b>Chinensis procumbens Juniper</b>		
12 to 15 ins.	1.25	1.10
15 to 18 ins.	1.70	1.50
18 to 24 ins.	2.25	2.00
<b>Golden Canadian Juniper</b>		
15 to 18 ins.	1.70	1.50
18 to 24 ins.	2.25	2.00
<b>Hetzl glauca Juniper</b>		
12 to 15 ins.	1.20	1.00
15 to 18 ins.	1.45	1.30
18 to 24 ins.	2.00	1.75
24 to 30 ins.	2.50	2.25
30 to 36 ins.	3.00	2.75
<b>Pfitzer Juniper</b>		
12 to 15 ins.	1.25	1.10
15 to 18 ins.	1.70	1.50
18 to 24 ins.	2.25	2.00
24 to 30 ins.	2.75	2.50
<b>Pfitzer Juniper, Blue</b>		
15 to 18 ins.	1.70	1.50
18 to 24 ins.	2.25	2.00
<b>Pfitzer Compact Juniper, Nick's</b>		
12 to 15 ins.	1.25	1.10
15 to 18 ins.	1.70	1.50
18 to 24 ins.	2.25	2.00
24 to 30 ins.	2.75	2.50
30 to 36 ins.	3.25	3.00
<b>Pfitzer Compact Juniper, Kallay</b>		
12 to 15 ins.	1.25	1.10
15 to 18 ins.	1.70	1.50
18 to 24 ins.	2.25	2.00

### JUNIPERS, UPRIGHT VARIETIES

All many times sheared, specimen-quality evergreens.

<b>Juniper, virginiana glauca</b>	Each Per 10	Each Per 100
2 to 3 ft.	\$2.75	\$2.50
3 to 4 ft.	3.75	3.50
<b>Juniper, virginiana burki</b>		
2 to 3 ft.	2.75	2.50
3 to 4 ft.	3.75	3.50
4 to 5 ft.	4.75	4.50
<b>Juniper, virginiana canaerti</b>		
2 to 3 ft.	2.75	2.50
3 to 4 ft.	3.75	3.50
4 to 5 ft.	4.75	4.50
<b>Cupressifolia Juniper (Hillspire Juniper)</b>		
2 to 3 ft.	2.75	2.50
3 to 4 ft.	3.75	3.50
4 to 5 ft.	4.75	4.50
5 to 6 ft.	6.00	5.50
<b>Dundas Juniper</b>		
2 to 3 ft.	2.75	2.50
3 to 4 ft.	3.75	3.50
4 to 5 ft.	4.75	4.50
<b>Juniper, chinensis densa glauca, excellent, compact, upright, blue-green color.</b>		
2 to 3 ft.	2.00	1.75
3 to 4 ft.	2.75	2.50
4 to 5 ft.	3.75	3.50
<b>Fastigiata Juniper (Improved Irish), very heavy</b>	Each Per 10	Each Per 100
24 to 30 ins.	\$1.25	\$1.10
30 to 36 ins.	1.50	1.35
3 to 4 ft.	1.75	1.50
4 to 5 ft.	2.25	2.00
5 to 6 ft.	2.75	2.50
<b>Greek Juniper (Juniper, excelsa stricta), well sheared</b>		
15 to 18 ins.	1.25	1.10
18 to 24 ins.	1.50	1.35
24 to 30 ins.	2.00	1.75
30 to 36 ins.	2.50	2.25
<b>Hetzl glauca Juniper, pyramids, staked and sheared pyramids</b>		
24 to 30 ins.	2.50	2.25
30 to 36 ins.	3.00	2.75
3 to 4 ft.	3.75	3.50
<b>Juniper, chinensis keteleeri</b>		
3 to 4 ft.	3.25	3.00
4 to 5 ft.	4.25	4.00
<b>Juniper, chinensis mascula</b>		
3 to 4 ft.	3.25	3.00
4 to 5 ft.	4.25	4.00
<b>Von Ehron Juniper, pyramids, staked and sheared pyramids</b>		
3 to 4 ft.	3.75	3.50
4 to 5 ft.	4.75	4.50

### MISCELLANEOUS CONIFERS

<b>Pine, nigra (Austrian Pine)</b>	Each Per 10	Each Per 100
18 to 24 ins.	\$1.50	\$1.25
2 to 3 ft.	2.25	2.00
3 to 4 ft.	3.25	3.00
4 to 5 ft.	4.25	4.00
<b>Pine, strobus (White Pine)</b>		
18 to 24 ins.	1.50	1.25
2 to 3 ft.	2.25	2.00
3 to 4 ft.	3.25	3.00
4 to 5 ft.	4.25	4.00
5 to 6 ft.	5.50	5.00
<b>Plume Cypress (Retinospora plumosa), sheared</b>		
24 to 30 ins.	\$1.75	\$1.50
30 to 36 ins.	2.25	2.00
<b>Plume Cypress, Golden, sheared (Retinospora plumosa aurea)</b>		
24 to 30 ins.	1.75	1.50
30 to 36 ins.	2.25	2.00

## BROAD-LEAVED EVERGREENS

	Each Per 10	Each Per 100		Each Per 10	Each Per 100		Each Per 10	Each Per 100
<i>Laurel, English</i>			<i>Illex opaca howardi</i>			<i>Laurel, English</i>		
2 to 3 ft. ....	\$1.25	\$1.50	2 to 3 ft. ....	\$2.25	\$2.00	2 to 3 ft. ....	\$1.75	\$1.50
3 to 4 ft. ....	1.75	1.50	3 to 4 ft. ....	3.25	3.00	3 to 4 ft. ....	2.25	2.00
4 to 5 ft. ....	2.25	2.00	4 to 5 ft. ....	4.25	4.00	4 to 5 ft. ....	2.75	2.50
5 to 6 ft. ....	2.75	2.50	5 to 6 ft. ....	5.50	5.00	5 to 6 ft. ....	3.25	3.00
<i>Illex opaca humeana</i>			<i>Illex opaca humeana</i>			6 to 7 ft. ....	3.75	3.50
2 to 3 ft. ....	1.25	1.00	2 to 3 ft. ....	2.25	2.00	6 to 7 ft. ....	4.25	4.00
3 to 4 ft. ....	1.75	1.50	3 to 4 ft. ....	3.25	3.00	6 to 7 ft. ....	4.75	4.50
4 to 5 ft. ....	2.25	2.00	4 to 5 ft. ....	4.25	4.00	6 to 7 ft. ....	5.25	5.00
5 to 6 ft. ....	2.75	2.50	5 to 6 ft. ....	5.50	5.00	6 to 7 ft. ....	5.75	5.50
6 to 7 ft. ....	3.25	3.00	6 to 7 ft. ....	6.25	6.00	6 to 7 ft. ....	6.25	6.00
<i>Illex opaca reynoldsii</i>			<i>Illex opaca reynoldsii</i>			6 to 7 ft. ....	6.75	6.50
2 to 3 ft. ....	1.25	1.00	2 to 3 ft. ....	2.25	2.00	6 to 7 ft. ....	7.25	7.00
3 to 4 ft. ....	1.75	1.50	3 to 4 ft. ....	3.25	3.00	6 to 7 ft. ....	7.75	7.50
4 to 5 ft. ....	2.25	2.00	4 to 5 ft. ....	4.25	4.00	6 to 7 ft. ....	8.25	8.00
5 to 6 ft. ....	2.75	2.50	5 to 6 ft. ....	5.25	5.00	6 to 7 ft. ....	8.75	8.50
6 to 7 ft. ....	3.25	3.00	6 to 7 ft. ....	6.25	6.00	6 to 7 ft. ....	9.25	9.00
<i>Illex opaca taberiana</i>			<i>Illex opaca taberiana</i>			6 to 7 ft. ....	9.75	9.50
2 to 3 ft. ....	1.25	1.00	2 to 3 ft. ....	2.25	2.00	6 to 7 ft. ....	10.25	10.00
3 to 4 ft. ....	1.75	1.50	3 to 4 ft. ....	3.25	3.00	6 to 7 ft. ....	10.75	10.50
4 to 5 ft. ....	2.25	2.00	4 to 5 ft. ....	4.25	4.00	6 to 7 ft. ....	11.25	11.00
5 to 6 ft. ....	2.75	2.50	5 to 6 ft. ....	5.25	5.00	6 to 7 ft. ....	11.75	11.50
6 to 7 ft. ....	3.25	3.00	6 to 7 ft. ....	6.25	6.00	6 to 7 ft. ....	12.25	12.00
<i>Illex vomitoria</i>			<i>Illex vomitoria</i>			6 to 7 ft. ....	12.75	12.50
18 to 24 ins. ....	1.20	1.00	18 to 24 ins. ....	1.20	1.00	6 to 7 ft. ....	13.25	13.00
24 to 30 ins. ....	1.75	1.50	24 to 30 ins. ....	1.75	1.50	6 to 7 ft. ....	13.75	13.50
30 to 36 ins. ....	2.25	2.00	30 to 36 ins. ....	2.25	2.00	6 to 7 ft. ....	14.25	14.00
3 to 4 ft. ....	2.75	2.50	3 to 4 ft. ....	2.75	2.50	6 to 7 ft. ....	14.75	14.50
4 to 5 ft. ....	3.25	3.00	4 to 5 ft. ....	3.25	3.00	6 to 7 ft. ....	15.25	15.00
5 to 6 ft. ....	3.75	3.50	5 to 6 ft. ....	3.75	3.50	6 to 7 ft. ....	15.75	15.50
6 to 7 ft. ....	4.25	4.00	6 to 7 ft. ....	4.25	4.00	6 to 7 ft. ....	16.25	16.00
<i>Illex vomitoria Pride of Houston</i>			<i>Illex vomitoria Pride of Houston</i>			6 to 7 ft. ....	16.75	16.50
18 to 24 ins. ....	1.20	1.00	18 to 24 ins. ....	1.20	1.00	6 to 7 ft. ....	17.25	17.00
24 to 30 ins. ....	1.75	1.50	24 to 30 ins. ....	1.75	1.50	6 to 7 ft. ....	17.75	17.50
30 to 36 ins. ....	2.25	2.00	30 to 36 ins. ....	2.25	2.00	6 to 7 ft. ....	18.25	18.00
3 to 4 ft. ....	2.75	2.50	3 to 4 ft. ....	2.75	2.50	6 to 7 ft. ....	18.75	18.50
4 to 5 ft. ....	3.25	3.00	4 to 5 ft. ....	3.25	3.00	6 to 7 ft. ....	19.25	19.00
5 to 6 ft. ....	3.75	3.50	5 to 6 ft. ....	3.75	3.50	6 to 7 ft. ....	19.75	19.50
6 to 7 ft. ....	4.25	4.00	6 to 7 ft. ....	4.25	4.00	6 to 7 ft. ....	20.25	20.00
<i>Jasminum floridum</i>			<i>Jasminum floridum</i>			6 to 7 ft. ....	20.75	20.50
15 to 18 ins. ....	1.20	1.00	15 to 18 ins. ....	1.20	1.00	6 to 7 ft. ....	21.25	21.00
18 to 24 ins. ....	1.50	1.25	18 to 24 ins. ....	1.50	1.25	6 to 7 ft. ....	21.75	21.50
2 to 3 ft. ....	1.75	1.50	2 to 3 ft. ....	1.75	1.50	6 to 7 ft. ....	22.25	22.00
3 to 4 ft. ....	2.25	2.00	3 to 4 ft. ....	2.25	2.00	6 to 7 ft. ....	22.75	22.50
4 to 5 ft. ....	2.75	2.50	4 to 5 ft. ....	2.75	2.50	6 to 7 ft. ....	23.25	23.00
5 to 6 ft. ....	3.25	3.00	5 to 6 ft. ....	3.25	3.00	6 to 7 ft. ....	23.75	23.50
6 to 7 ft. ....	3.75	3.50	6 to 7 ft. ....	3.75	3.50	6 to 7 ft. ....	24.25	24.00
<i>Ligustrum lucidum (Black Wax)</i>			<i>Ligustrum lucidum (Black Wax)</i>			6 to 7 ft. ....	24.75	24.50
18 to 24 ins. ....	1.20	1.00	18 to 24 ins. ....	1.20	1.00	6 to 7 ft. ....	25.25	25.00
24 to 30 ins. ....	1.50	1.25	24 to 30 ins. ....	1.50	1.25	6 to 7 ft. ....	25.75	25.50
30 to 36 ins. ....	1.75	1.50	30 to 36 ins. ....	1.75	1.50	6 to 7 ft. ....	26.25	26.00
3 to 4 ft. ....	2.25	2.00	3 to 4 ft. ....	2.25	2.00	6 to 7 ft. ....	26.75	26.50
4 to 5 ft. ....	2.75	2.50	4 to 5 ft. ....	2.75	2.50	6 to 7 ft. ....	27.25	27.00
5 to 6 ft. ....	3.25	3.00	5 to 6 ft. ....	3.25	3.00	6 to 7 ft. ....	27.75	27.50
6 to 7 ft. ....	3.75	3.50	6 to 7 ft. ....	3.75	3.50	6 to 7 ft. ....	28.25	28.00
<i>Ligustrum Suwanee River</i>			<i>Ligustrum Suwanee River</i>			6 to 7 ft. ....	28.75	28.50
15 to 18 ins. ....	1.50	1.25	15 to 18 ins. ....	1.50	1.25	6 to 7 ft. ....	29.25	29.00
18 to 24 ins. ....	2.25	2.00	18 to 24 ins. ....	2.25	2.00	6 to 7 ft. ....	29.75	29.50
24 to 30 ins. ....	2.75	2.50	24 to 30 ins. ....	2.75	2.50	6 to 7 ft. ....	30.25	30.00
30 to 36 ins. ....	3.25	3.00	30 to 36 ins. ....	3.25	3.00	6 to 7 ft. ....	30.75	30.50
3 to 4 ft. ....	3.75	3.50	3 to 4 ft. ....	3.75	3.50	6 to 7 ft. ....	31.25	31.00
4 to 5 ft. ....	4.25	4.00	4 to 5 ft. ....	4.25	4.00	6 to 7 ft. ....	31.75	31.50
5 to 6 ft. ....	4.75	4.50	5 to 6 ft. ....	4.75	4.50	6 to 7 ft. ....	32.25	32.00
6 to 7 ft. ....	5.25	5.00	6 to 7 ft. ....	5.25	5.00	6 to 7 ft. ....	32.75	32.50
<i>Laurel, Carolina (Cherry Laurel)</i>			<i>Laurel, Carolina (Cherry Laurel)</i>			6 to 7 ft. ....	33.25	33.00
2 to 3 ft. ....	1.50	1.25	2 to 3 ft. ....	1.50	1.25	6 to 7 ft. ....	33.75	33.50
3 to 4 ft. ....	1.75	1.50	3 to 4 ft. ....	1.75	1.50	6 to 7 ft. ....	34.25	34.00
4 to 5 ft. ....	2.25	2.00	4 to 5 ft. ....	2.25	2.00	6 to 7 ft. ....	34.75	34.50
5 to 6 ft. ....	2.75	2.50	5 to 6 ft. ....	2.75	2.50	6 to 7 ft. ....	35.25	35.00
6 to 7 ft. ....	3.25	3.00	6 to 7 ft. ....	3.25	3.00	6 to 7 ft. ....	35.75	35.50
<i>Laurel, sabeli (Strap-leaved Laurel)</i>			<i>Laurel, sabeli (Strap-leaved Laurel)</i>			6 to 7 ft. ....	36.25	36.00
15 to 18 ins. ....	1.20	1.00	15 to 18 ins. ....	1.20	1.00	6 to 7 ft. ....	36.75	36.50
18 to 24 ins. ....	1.75	1.50	18 to 24 ins. ....	1.75	1.50	6 to 7 ft. ....	37.25	37.00
24 to 30 ins. ....	2.25	2.00	24 to 30 ins. ....	2.25	2.00	6 to 7 ft. ....	37.75	37.50
30 to 36 ins. ....	2.75	2.50	30 to 36 ins. ....	2.75	2.50	6 to 7 ft. ....	38.25	38.00
3 to 4 ft. ....	3.25	3.00	3 to 4 ft. ....	3.25	3.00	6 to 7 ft. ....	38.75	38.50
4 to 5 ft. ....	3.75	3.50	4 to 5 ft. ....	3.75	3.50	6 to 7 ft. ....	39.25	39.00
5 to 6 ft. ....	4.25	4.00	5 to 6 ft. ....	4.25	4.00	6 to 7 ft. ....	39.75	39.50
6 to 7 ft. ....	4.75	4.50	6 to 7 ft. ....	4.75	4.50	6 to 7 ft. ....	40.25	40.00

## FLOWERING TREES, B&amp;B

	Each Per 10	Each Per 100		Each Per 10	Each Per 100
<i>Cornus florida</i> (White Dogwood)			<i>Magnolia soulangeana</i> , trimmed		
2 to 3 ft. ....	\$1.20	\$1.00	plants, heavily branched		
3 to 4 ft. ....	1.75	1.50	and budded	\$2.00	\$1.75
<i>Cornus florida rubra</i> (Red Dogwood)			2 to 3 ft. ....	2.75	2.50
2 to 3 ft. ....	1.75	1.50	3 to 4 ft. ....	3.50	3.25
3 to 4 ft. ....	2.75	2.50	4 to 5 ft. ....	4.50	4.00
<i>Eucalyptus alatus compactus</i>			5 to 6 ft. ....	5.50	5.00
18 to 24 ins. ....	1.50	1.25	6 to 7 ft. ....	6.50	6.00
24 to 30 ins. ....	1.75	1.50	<i>Magnolia stellata</i>		
30 to 36 ins. ....	2.25	2.00	(Dwarf Star Magnolia)		
<i>Magnolia nigra</i>			18 to 24 ins. ....	2.00	1.75
2 to 3 ft. ....	2.00	1.75	2 to 3 ft. ....	3.00	2.50
3 to 4 ft. ....	2.75	2.50	<i>Magnolia alexandrina</i>		

**COLD STORAGE** — We have available cold storage facilities for taking care of Magnolias or other nursery stock. In addition to our list prices, we will make the following minimum charges for storing B&B trees. If stock is to be stored past May 1, additional charges will be made.

18 to 24 ins. ....	20c	3 to 4 ft. ....	30c	5 to 6 ft. ....	50c
2 to 3 ft. ....	25c	4 to 5 ft. ....	40c	6 to 8 ft. ....	75c

The following stock is offered root wrapped in polyethylene bags and will be wrapped on machines for uniform size. Each plant will be tagged with a colored picture tag. Please order in multiples of 5 to a variety. The approximate earliest shipping date will be November 1.

	Each		Each
<b>FLOWERING SHRUBS</b>		<b>FRUIT STOCK</b>	
<i>Pink-Flowering Almond</i> , 18 to 24 ins. ....	\$0.60	<i>Apple Trees</i> , 11/16-in. cal. ....	\$1.00
<i>Pink Althaea</i> , 18 to 24 ins. ....	.50	<i>Grimes Golden</i> Red June	
<i>Purple Althaea</i> , 18 to 24 ins. ....	.50	<i>Red Delicious</i> Stayman's Winesap	
<i>Red Althaea</i> , 18 to 24 ins. ....	.50	<i>Yellow Delicious</i>	
<i>White Althaea</i> , 18 to 24 ins. ....	.50	<i>Fig, Celeste</i> , 2 to 3 ft. ....	.60
<i>Pink Crapemyrtle</i> , 18 to 24 ins. ....	.50	<i>Fig, Everbearing</i> , 2 to 3 ft. ....	.60
<i>Purple Crapemyrtle</i> , 18 to 24 ins. ....	.50	<i>Peach Trees</i> , 11/16-in. cal. ....	1.00
<i>Red Crapemyrtle</i> , 18 to 24 ins. ....	.50	<i>Belle of Georgia</i> Indian Cling	
<i>White Crapemyrtle</i> , 18 to 24 ins. ....	.50	<i>Early Elberta</i> J. H. Hale	
<i>Forsythia (Golden Bell)</i> , 2 to 3 ft. ....	.50	<i>Golden Jubilee</i>	
<i>Single Mock Orange</i> , 18 to 24 ins. ....	.60	<i>Pear Trees</i> , 11/16-in. cal. ....	1.25
<i>Double Mock Orange</i> , 18 to 24 ins. ....	.60	<i>Bartlett</i> New Orient	
<i>Spiraea Anthony Waterer</i> , 15 to 18 ins. ....	.60	<i>Kieffer</i> Seckel	
<i>Spiraea vanhouttei</i> , 18 to 24 ins. ....	.60	<i>Grapes</i> , 2-yr., No. 1	.50
<i>Weigela rosea</i> , pink, 18 to 24 ins. ....	.60	<i>Concord</i> Niagara	
<b>SHADE TREES</b>		<i>Delaware</i>	
<i>Chinese Elm</i> , 6 to 8 ft. ....	1.00	<b>BUNDLES OF 2 FRUIT STOCK</b>	
<i>Lombardy Poplar</i> , 6 to 8 ft. ....	1.00	<i>Apples</i> , 7/16-in. cal. ....	\$1.25 per bundle
<i>Weeping Willow</i> , 5 to 6 ft. ....	1.00	<i>Red Delicious</i> Stayman's Winesap	
<b>FLOWERING TREES</b>		<i>Yellow Delicious</i>	
<i>Red-Flowering Peach</i> , 4 to 5 ft. ....	1.00	<i>Peaches</i> , 7/16-in. cal. ....	\$1.25 per bundle
<i>White-Flowering Peach</i> , 3 to 4 ft. ....	1.00	<i>Belle of Georgia</i> J. H. Hale	
<i>Redbud</i> , 4 to 5 ft. ....	1.00	<i>Elberta</i>	
<i>Mimosa</i> , 4 to 5 ft. ....	1.00		

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# \*20 MILLION TREES A YEAR! \*NOW OVER 35 MILLION!

## MUSSER TREES BUILD SATISFIED CUSTOMERS—

*Because of—Selected Seed, Good Heredity Characteristics, Scientific Methods of Planting and Propagation, Heavy Roots, Sturdy Tops and Rapid Growth—Musser Trees grow and thrive where others may fail to survive.*

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## Good Tree Stock Pays Dividends

Musser Forests takes pride in supplying vigorous, high-quality nursery stock. To keep abreast with increasing costs of production the most modern equipment is used. Experienced personnel are employed, many with over 20 years' service. . . . Our production has increased year after year to keep pace with the ever-increasing demand for Musser trees.

## OUR TREMENDOUS VOLUME ENABLES US TO SAVE YOU MONEY

- **SPECIAL STRAIN SCOTCH PINE**  
Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptionally healthy, sturdy, straight-stemmed. We have all other best strains Scotch Pine.  
Per 100 Per 1000  
2-yr., S., 4 to 8 ins. .... \$ 6.00 \$ 30.00  
3-yr., S., 8 to 16 ins. .... 9.00 45.00  
4-yr., T., 8 to 14 ins. .... 20.00 100.00
- **MUGHO PINE**  
3-yr., S., 3 to 5 ins. .... 7.00 35.00  
5-yr., T., 3 to 6 ins. .... 20.00 100.00
- **AUSTRIAN PINE**  
2-yr., S., 3 to 8 ins. .... 5.00 25.00  
3-yr., S., 8 to 14 ins. .... 8.00 40.00
- **BLACK HILLS SPRUCE**  
3-yr., S., 5 to 10 ins. .... 7.00 35.00  
4-yr., S., 8 to 12 ins. .... 10.00 50.00  
5-yr., T., 8 to 12 ins. .... 20.00 100.00
- **NORWAY SPRUCE—Fast-growing**  
2-yr., S., 5 to 10 ins. .... 7.00 35.00  
3-yr., S., 10 to 15 ins. .... 10.00 50.00  
3-yr., T., 5 to 10 ins. .... 15.00 75.00  
5-yr., T., 12 to 18 ins. .... 25.00 125.00
- **WHITE SPRUCE**  
3-yr., S., 8 to 12 ins. .... 8.00 40.00  
4-yr., T., 6 to 12 ins. .... 15.00 75.00
- **COLORADO BLUE SPRUCE**  
3-yr., S., 6 to 10 ins. .... 9.00 45.00  
4-yr., T., 4 to 8 ins. .... 18.00 90.00
- **DOUGLAS FIR**  
2-yr., S., 4 to 8 ins. .... 5.00 25.00  
3-yr., S., 8 to 12 ins. .... 11.00 55.00
- **AMERICAN ARBORVITAE**  
3-yr., S., 8 to 12 ins. .... 8.00 40.00
- **CANADIAN HEMLOCK**  
2-yr., S., 3 to 6 ins. .... 9.00 45.00  
3-yr., T., 8 to 12 ins. .... 20.00 100.00  
5-yr., T., 12 to 20 ins. .... 35.00
- **CONCOLOR FIR**  
2-yr., S., 4 to 8 ins. .... 9.00 45.00
- **JAPANESE YEW—Grown from seed**  
**Taxus cuspidata capitata—upright pyramidal** Per 100 Per 1000  
3-yr., S., 5 to 12 ins. .... \$30.00 \$200.00  
4-yr., T., 6 to 10 ins. .... 50.00 300.00
- **JAPANESE YEW—Transplanted rooted cuttings**  
**Taxus cuspidata—spreading**  
1-yr., T., 5 to 6 ins. .... 25.00 175.00  
2-yr., T., 6 to 8 ins. .... 35.00 250.00  
3-yr., T., 8 to 12 ins. .... 45.00 350.00  
**Taxus hicksii—upright**  
1-yr., T., 5 to 6 ins. .... 25.00 175.00  
2-yr., T., 8 to 10 ins. .... 40.00 300.00  
**Taxus brownii—upright**  
1-yr., T., 4 to 6 ins. .... 25.00 175.00  
2-yr., T., 6 to 8 ins. .... 40.00 300.00  
**Taxus cuspidata capitata—spreading**  
From side cuttings.  
1-yr., T., 4 to 6 ins. .... 25.00  
**Taxus intermedia—spreading**  
1-yr., T., 4 to 6 ins. .... 25.00 175.00  
2-yr., T. .... 35.00
- **JUNIPER—Blue Pfitzer—Chinensis hetsi**  
1-yr., T., 5 to 7 ins. .... 25.00 200.00
- **GLOBE ARBORVITAE**  
**Woodwardi—dark green**  
1-yr., T., 4 to 8 ins. .... 30.00 250.00  
**Hayes's—green**  
1-yr., T., 4 to 6 ins. .... 25.00 200.00
- **PYRAMIDAL ARBORVITAE—Compacta**  
1-yr., T., 5 to 7 ins. .... 35.00 300.00
- **JAPANESE HOLLY**  
**Ilex rotundifolia**  
\*4-yr., TT., 12 to 15-in. spread, \$2.00 each  
\*Sold in lots 5 or more.
- **NORWAY MAPLE**  
2-yr., S., 8 to 10 ins. .... 10.00 50.00
- **WHITE DOGWOOD**  
Seedlings, 18 to 30 ins. .... 16.00 80.00

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# MUSSER FORESTS

Box 16-1  
INDIANA, PENNA.

tainment, the festival offers visitors a rose show and scheduled tours through the rose fields in the Tyler area.

The rose show and the tours will continue through Sunday, October 18, and the festival will end with the rose vesper service Sunday evening. Programed events for the first two days of the festival are as follows:

## FRIDAY, OCTOBER 16

10 a. m.—Rose show opening, Garden Center building, Rose park.  
11 a. m.—Rose field tours begin.  
12 Noon—Distinguished guests' luncheon, Woman's building (for ladies) and Carlton hotel ballroom (for gentlemen).  
3 p. m.—Queen's tea, rose garden, Rose park.  
7:30 p. m.—Rose queen's coronation, Municipal auditorium.  
10:30 p. m.—Queen's coronation ball (by invitation only).

## SATURDAY, OCTOBER 17

10 a. m.—Rose parade.  
12 Noon—Rose show and rose field tours continue.  
7 p. m.—Fiesta night, Rose stadium.  
10 p. m.—Queen's ball, American Legion building.

## TRADE SHOW AT CHICAGO

The mid-America lawn, garden and outdoor living trade show will be held October 8 to 10 at the International Amphitheater, Chicago, Ill. Hundreds of leading manufacturers of lawn, garden, outdoor living and light farm equipment will show their products.

## OKLAHOMA PROGRAM

Details of the annual convention of the Oklahoma State Nurserymen's Association, scheduled for October 12 and 13 at Western Hills Lodge, Wagoner, Okla., follow. Sunday, October 11, preceding the general program, there will be meetings of the executive committee and board of directors in the afternoon, while a chuck wagon dinner will be an attraction in the evening.

## OCTOBER 11

3 p. m.—Executive committee meeting and board of directors' meeting.  
5 p. m.—Chuck wagon dinner.

## OCTOBER 12

9 a. m.—Registration, in Sequayah Hall.  
12 noon—Luncheon, in Seminole and Chickasaw rooms.

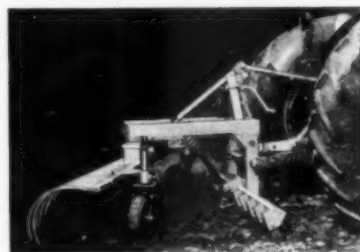
Meeting called to order, by President Burl Gulick, Higdon's Flower Shop & Nursery, Oklahoma City. Announcements and introductions. Luncheon address: "Taxes and Freedom," by Hon. Morton Rutherford, Tulsa, Okla.

"Summer Maintenance Program," by Prof. John Schatz, department of horticulture, Southwest Missouri State College, Springfield.

2 p. m.—A. A. N. members' meeting.  
2 p. m.—Boat rides around lake.  
7:30 p. m.—Annual banquet and presentation of awards, in Seminole and

# RAKING FOR PROFIT

**Quick facts about York Landscaping Rakes, and how to use them profitably in soil-working operations**



**SCARIFIER ATTACHMENT** (Optional) — Attaches to York Model RE Rake . . . both new and early models. Penetrates and loosens hard ground . . . rips out stones and roots . . . permits Rake to leave a uniformly graded surface. Scarifier is for permanent attachment to Rake . . . lifts out of the way when idle.

**CASTER WHEELS** (Optional) — Take the guesswork out of controlling penetration depth of rake teeth. Especially valuable for final raking.

**GRADER BLADE** (Optional) — Attaches to Rake teeth. Speeds up grading and leveling . . . does ditching and terracing . . . handy for snow removal. Blade clamps to top of Rake when not in use.

*All attachments are mounted on rake, ready for use at any time.*



**Easy does it** — With a York Rake, every landscaping job you tackle becomes more profitable. Everything is faster and easier. Landscapers and contractors find it an indispensable tool in today's high labor market.

It's practically the only tool you need to do a finished lawn job . . . no need to bring in extra equipment.

Each tooth is separately mounted and held firmly in place, and is easily removed if necessary.

**IT COSTS YOU NOTHING TO GET THE FACTS!**

For literature and name of your nearest dealer, write today to Dept. AN-1019

## Anyone able to handle a tractor can make money with a York Landscaping Rake

Many letters in our files testify to the remarkable handling ease, speed and efficiency of York Landscaping Rakes. Anyone with a tractor and York Rake can be a raking expert . . . can perform numerous soil-working operations, more profitably than by any other mechanical or manual methods.

Photo above shows Model RE Rake

## Why York Rake teeth are "brutes for punishment"

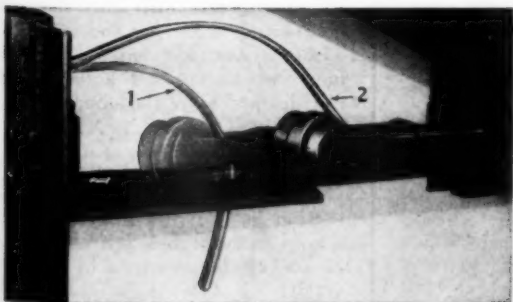
York Rake teeth are noted for their ability to withstand severest punishment on all kinds of ground. This isn't just accidental. Teeth are fabricated from high-grade alloy spring steel, hardened and heat-treated for maximum resistance to breakage. Then they undergo a rugged test.

on a typical landscaping operation.

Model RE fits all 3-point hitch tractors. Also available is Model RF for use with light tractors.

Thousands of landscapers and contractors depend on York for spreading topsoil, gravel, crushed stone . . . for leveling and grading . . . raking sticks, stones, debris . . . for finished raking.

Double-exposure photograph below shows (1) starting point of test, with tooth in natural position. (2) Tooth is sprung backward and upward, hydraulically, under far greater strain than will ever be encountered in actual use.



**MODERN CORPORATION  
UNADILLA, NEW YORK**

# SURPLUS NURSERY STOCK FOR FALL, 1959

## First-Quality

	Per 100
<b>Cornus florida</b> (White Dogwood), 2-yr., T.	
4 to 5 ft., 1 1/16 to 1-in. cal.	\$100.00
4 to 5 ft., 9/16-in. cal.	75.00
3 to 4 ft., 1 1/16-in. cal.	65.00
3 to 4 ft., 9/16-in. cal.	50.00
2 to 3 ft., 9/16-in. cal.	40.00
2 to 3 ft., 7/16-in. to 9/16-in. cal.	35.00
<b>Cornus florida rubra</b> (Pink Dogwood), 1-yr., top-budded on transplanted understock	
30 to 36 ins., branched tops.	70.00
24 to 30 ins., branched tops.	60.00
18 to 24 ins., branched tops.	50.00
12 to 18 ins., branched tops.	40.00
<b>Weigela Candida</b> , pure white, 3-yr., T.	
4 to 5 ft., 4 canes or more.	25.00
3 to 4 ft., 4 canes or more.	20.00
2 to 3 ft., 4 canes or more.	15.00
<b>Silver Maple</b> , 2-yr., T.	
8 to 10 ft., 1 to 1 1/2-in. cal., well-br.	60.00
8 to 10 ft., 1 1/16 to 1-in. cal., well-br.	50.00
6 to 8 ft., 1/2 to 3/4-in. cal., well-br.	40.00
<b>Spiraea vanhouttei</b> , 1-yr., cutting-grown	
2 to 3 ft., 3 canes.	10.00
18 to 24 ins., 3 canes.	8.00
<b>Abelia grandiflora</b> , 3-yr.	
2 to 3 ft., br.	20.00
18 to 24 ins., br.	12.00
<b>Boxwood, sempervirens</b> , slow-growing, compact	
10 to 12 ins. tall, 10 to 12 ins. thick, B&B.	100.00
12 to 15 ins. tall, 10 to 12 ins. thick, B&B.	125.00
15 to 18 ins. tall, 12 to 15 ins. thick, B&B.	150.00
18 to 24 ins. tall, 15 to 18 ins. thick, B&B.	200.00
<b>Althaea Double Red Boule de Feu</b> , 3-yr.	
2 to 3 ft., 4 canes and up.	15.00
18 to 24 ins., 4 canes and up.	10.00
<b>Pink Dogwood</b> , 3-yr., well shaped, B. R.	
5 to 6 ft., 1-in. cal. and up.	175.00
4 to 5 ft., 1 1/16-in. cal. and up.	150.00
3 to 4 ft., 9/16-in. cal. and up.	125.00
<b>Spiraea Anthony Waterer</b> , 1-yr., T., full clumps	
10 to 15 ins.	20.00
<b>Spiraea froebeli</b> , 1-yr., T., full clumps	
10 to 15 ins.	20.00
<b>Forsythia fortunei</b> , 3-yr., heavy	
3 to 4 ft.	20.00
2 to 3 ft.	15.00
<b>Philadelphus Mont Blanc</b> , 1-yr.	
2 to 3 ft.	10.00
18 to 24 ins.	7.00
<b>White Dogwood</b> , 3-yr., S.	
4 to 5 ft., br.	20.00
3 to 4 ft., br.	15.00
2 to 3 ft., br.	10.00

## FAULKNER SPRINGS NURSERY

P. O. Box 242

McMinnville, Tenn.

Phone: MO 8-8615

Chickasaw rooms, followed by dancing and entertainment.

### OCTOBER 13

10 a. m.—"New Insects and Disease Problems," by Clyde Bowers, state entomologist, Oklahoma state department of agriculture.

10:15 a. m.—"New Techniques in Landscaping," by Robert Ealy, department of horticulture, Oklahoma State University, Stillwater.

10:45 a. m.—Secretary-treasurer's report, by Cyrus E. Adams, Kenyon's Nursery, Oklahoma City.

11 a. m.—Election of officers and business session.

11:45 a. m.—Announcement of winner of exhibitors' prize of motor boat and trailer.

12 noon—Adjournment.

12:30 p. m.—Free barbecue lunch at Ozark Nursery Co., Tahlequah, and bus tour of Greenleaf Nursery Co., Muskogee, and Ozark Nursery Co.

### HOLLY SOCIETY MEETING

The Holly Society of America will hold its fall meeting October 30 and 31 at Tidewater Inn, Easton, Md. The society's usual meeting days, Thursday and Friday, were changed to Friday and Saturday, according to Secretary Charles A. Young, Jr.

### NEW YORK SHORT COURSE

Members of the New York State Nurserymen's Association participating in its annual short course will meet again at Statler hall on the campus of Cornell University, Ithaca, N. Y., December 1 to 3, according to Prof. A. M. S. Pridham, of the department of floriculture and ornamental horticulture at Cornell.

### DATES FOR MINNESOTA

Edward Reid, Park Nurseries, St. Paul, Minn., secretary-treasurer of the Minnesota State Nurserymen's Association, announces that the winter meeting of the M. S. N. A. will be held December 7 and 8 this year, with headquarters at the Curtis hotel, Minneapolis, Minn.

### NEBRASKANS' PLANNING

As announced at the recent summer meeting of the Nebraska Association of Nurserymen by President Lloyd Marshall, program plans are now being made for the N. A. N. winter convention, which is scheduled for December 7 and 8 at the Cornhusker hotel, Lincoln, Neb.

### ARIZONA ADDS COURSE

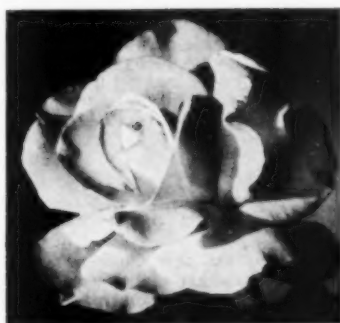
At the request of the Arizona Federation of Garden Clubs, a landscape design and nursery short course will be presented by the University of Arizona in conjunction



*Feature*

# SALES WINNERS from ARMSTRONG

ARMSTRONG HALL OF FAME



*Garden Party* Never before have you had such a first-year selling story on any rose. Here is the *only* Hybrid Tea to win an All-America Award for 1960. And it is a superbly successful cross of the two greatest roses of the century, Charlotte Armstrong and Peace. Beautiful buds, shapely as Charlotte Armstrong's. Huge, Peace-like, pastel-tinted blooms. A vigorous, easy-to-grow plant. If ever a rose was sure to sell, this is it. Be sure you have plenty!

Plant Pat. No. 1814.

Carefully grown  
and critically  
graded...

**ADVERTISED-  
KNOWN-  
WANTED  
ROSES**



Write for our Wholesale List

## ARMSTRONG

**NURSERIES**

Ontario

California



**N**URSEYMEN who put the new grandiflora, Golden Girl (Pl. Pat. App. For), on their rose list will truly reap a golden harvest. For Golden Girl is what your customers have been looking for—a really fine yellow rose. The shapely buds open to big (4 to 4½-inch), bright yellow blooms which are borne upright on strong canes, making it not only a fine rose for the garden but also excellent for cutting. In true grandiflora style, it is a prolific bloomer. Golden Girl answers the long-felt need for a really good, pure yellow rose.



**These Two All-America Winners  
will be Best Sellers, too**

**FIRE KING** (Pl. Pat. 1758) is the new flame-red floribunda that has the distinction of being an All-America Rose Selection for 1960. The fully-double, neat flowers, borne in great clusters, are long lasting. Deep, rich green foliage. Sure to be a best seller.

**SARABANDE** (Pl. Pat. 1761) is sure to be a favorite because of its unusually brilliant Oriental red blooms marked by bright yellow stamens when fully open. A striking and unusual new A. A. R. S. winner for 1960. An undoubted garden favorite for next year.

**Publicized and Advertised**

Many articles in leading magazines and newspapers throughout the country have carried enthusiastic, illustrated articles about these new Conard-Pyle roses. Moreover, leading garden magazines are carrying big-space advertisements (many in color) to tell your customers about the fine features of these three new roses.

Send to Conard-Pyle Co. for large 27x30-inch wall poster showing all these Roses of Distinction in truly beautiful natural colors.

**Order from your grower  
or write to**

**GROWERS OF THE FAMOUS STAR ROSES**



*The Conard-Pyle Co.*

WEST GROVE 220, PENNA.

**Other fine C-P Roses  
with top sales  
appeal**

**WHITE KNIGHT**  
Only white  
A. A. R. S. H. T.

**TAPESTRY**  
Flame, yellow and  
copper

**TORCH SONG**  
Vermilion and  
orange-red

**LAVENDER GIRL**  
Only nonfading  
lavender

**PINK PEACE**  
Pink companion of  
Peace

**LADY ELGIN**  
Apricot and orange  
sensation

**SUNLIGHT**  
Yellow, red-tinged  
bud

**LOVE SONG**  
Pink, yellow  
under petal

**CONFIDENCE**  
Pastel peach  
and pink

with the 1959 convention of the Arizona Association of Nurserymen. The convention and short course will be held on the university campus at Tucson December 7 to 9.

**PROPAGATORS SET DATES**

The 1959 annual meeting of the Plant Propagators Society will be held at the Sheraton hotel, Philadelphia, Pa., December 9 to 12. The sessions, beginning December 10, will be preceded by a tour on December 9, according to Kenneth W. Reisch, secretary-treasurer of the society.

**SARATOGA OPEN HOUSE**

The Saratoga Horticultural Foundation, Saratoga, Calif., will hold open house October 7. Conducted tours of the grounds will be made at 10 and 11 o'clock in the morning and at 2 and 4 o'clock in the afternoon.

**TEXAS COURSE PLANNED**

Plans have been announced for a plant disease short course to be presented by the Texas Agricultural and Mechanical College extension service, according to Harlan E. Smith, extension plant pathologist at the college. It will be the first program of its kind offered by the college and is scheduled for November 23 and 24. Sessions will be held in the Assembly room of the Memorial Student Center on the campus at College Station.

The first day of the course will be devoted to diseases of cotton and vegetables, but the second day will feature a panel discussion on diseases of ornamental crops and their control. Subjects will include viruses, nutritional disorders, other pathogens, rose diseases, diseases of subtropical ornamentals, diseases found in central Texas and lawn diseases. Plant parasitic nematodes will also be discussed. Speakers are from the college staff, except for E. W. Lyle, Tyler, who will present the comments on roses.

**FOREST GENETICS**

The fourth Lake States forest tree improvement conference will be held on the campus of the University of Michigan, Ann Arbor, October 6 and 7. One feature of the program will be a short course in forest genetics, which will include discussions of the principles of genetics, the role of introduced species, local and geographic variation, individual tree selection and hybridization. Par-

# 500,000 JAPANESE BLACK PINE (PINUS THUNBERGI)

We get our seed direct from northern Japan, where centuries of growing on wind-swept shores have given these trees their tendency to be short, full, compact and a beautiful dark green.

	Per 1000
1-yr., S., 3 to 5 ins. ....	\$ 30.00
2-yr., S., 5 to 6 ins. ....	50.00
2-yr., S., 6 to 10 ins. ....	75.00
3-yr., S., 10 to 15 ins. ....	100.00
3-yr., S., 15 to 24 ins. ....	150.00
3-yr., T., 12 to 18 ins. ....	250.00
4-yr., T., 18 to 24 ins., full	500.00
5-yr., T., 24 to 30 ins., full	1000.00

	Each
2 to 3 ft., B&B .....	\$ 4.00
3 to 4 ft., B&B, wide .....	7.50
4 to 5 ft., B&B, wide .....	10.00
5 to 6 ft., B&B, wide .....	12.50
6 to 8 ft., heavy .....	20.00

## **Pinus mughus, limited supply**

18 to 24 ins. ....	3.00
--------------------	------

## **Pinus strobus, nursery-grown**

3 to 4 ft., B&B, sheared .....	4.00
4 to 5 ft., B&B, sheared .....	5.00
5 to 6 ft., B&B, sheared .....	7.50
6 to 7 ft., B&B, sheared .....	10.00
7 to 8 ft., full, B&B, sheared .....	15.00
8 to 10 ft., full, B&B, sheared .....	20.00

## **Pinus sylvestris**

3 to 4 ft., full, B&B, sheared .....	6.50
4 to 5 ft., full, B&B, sheared .....	10.00
5 to 6 ft., full, B&B, sheared .....	12.50
6 to 8 ft., full, B&B, sheared .....	20.00

## **Pinus nigra**

2 to 3 ft., sheared .....	4.00
3 to 4 ft., sheared .....	6.50
4 to 5 ft., sheared .....	10.00

# BAIER LUSTGARTEN

Jericho Turnpike, Middle Island, L. I., N. Y.

Phone: YAphank 4-3444

Long Island's Largest Nurseries

WRITE FOR CATALOG





**New!**  
**Handsome!**  
**Useful!**

**Euonymus Dupont** is a selection of a small-leaved strain of **Euonymus patens** (*kiautschovicus*), one of the most useful broad-leaved evergreens ever introduced. It is characterized by small, dark green, clean-cut leaves, set closely on the stems. It is extremely bushy for its height. Two-year-old plants often have as many as 30 to 50 canes. It produces a mass of fibrous roots and can be transplanted successfully almost any time of the year.

**Euonymus Dupont** has many uses:

**Hedges**, formal and informal. Its fine foliage and dense growth make it a good substitute for boxwood. Excellent for bordering gardens, walks, patios, drives, etc. Can be kept as low as six inches.

**Foundation Plantings** on the new style low houses made of **Euonymus Dupont** are very effective and inexpensive.

**Picture Windows** are often so close to the ground there is little room for planting under them. **Euonymus Dupont** will solve this problem with either a formal or informal planting.

**Planter Boxes.** **Euonymus Dupont** gives a rich effect in planter boxes. Can be used with flowers for color.

**Walls.** Large expanses of bare walls can be softened by planting **Euonymus Dupont** against them. It will adhere to stone, brick and stucco.

### PRICES

	Each Per 10	Each Per 100	Each Per 1000
2 to 2½ ft., B&B .....	\$5.25	\$5.00	....
18 to 24 ins., B&B .....	3.65	3.50	....
15 to 18 ins., B&B .....	2.65	2.50	....
12 to 15 ins., B&B .....	2.15	2.00	....
15 to 18 ins., T., well-br., B.R. ....	.80	.70	\$0.65
10 to 15 ins., T., well-br., B.R. ....	.65	.55	.50
6 to 10 ins., T. ....	.50	.45	.35
2-in. pots .....	.30	.25	.22



Block of two-year-old **Euonymus Dupont** showing dense, uniform habit of growth.



Two-year-old plant of **Euonymus Dupont** dug from nursery row. Note the mass of fibrous roots.

### THE WILLIS NURSERY CO.

Your Wholesale Nurserymen  
Ottawa, Kan.

participating will be Eric Steiner, of the University of Michigan; John E. Grafius and Jonathan W. Wright, of Michigan State University; Scott S. Pauley, of the University of Minnesota; Hans Nienstaedt, of the Lake States forest experiment station, and H. B. Kriebel, of the Ohio agricultural experiment station.

Reports on current forest tree improvement research in the lake states will be presented. The conference will conclude after a field trip to the new Brighton nursery of the Michigan conservation department and the Stinchfield woods and Saginaw forest of the University of Michigan.

Further information on the conference can be obtained from Paul O. Rudolf, executive secretary, Lake States forest tree improvement committee, St. Paul Campus, St. Paul 1, Minn.

### WESTERN SPEAKERS

The Hotel Bellerive, Kansas City, Mo., has again been chosen as the site of the Western Association of Nurserymen's annual convention, according to Jim Danbury, secretary-treasurer. Among the program features planned for the event, to be held January 4 to 6, 1960, are the following addresses:

"**Euonymus, Varieties and Uses**," by W. E. Cunningham, Cunningham Gardens, Waldron, Ind.; "Landscape Selling and Organizational Procedures," by Steve Driftmier, W. W. Wilmore Nurseries, Denver, Colo.; "Laborsaving Devices and New Procedures," by George Rose, Henry Field Seed & Nursery Co., Shenandoah, Ia.; "Merchandising Through Garden Centers," by Don West, Verhalen Nursery Co., Dallas, Tex., and "New Plant Varieties and Introductions," by Lewis F. Lipp, Holden Arboretum, Mentor, O.

### ILLINOIS CONVENTION

January 11 to 13 are the dates set for the winter convention of the Illinois State Nurserymen's Association, to be held at the Hotel LaSalle, Chicago. Preliminary plans for the meeting were formulated at the board of directors' meeting at Chicago September 10.

### SCHEDULE OHIO MEETING

Arborists, landscape gardeners, garden center operators and nurserymen will each have their day at the short course to be presented at the winter meeting of the Ohio Nurserymen's Association. Separate pro-

**NOTHING  
ELSE LIKE IT**

# "MIRACLE SELF-STICK FLOC"

• the greatest advancement in flocking in 10 years!

## FLOC-FLO

**PRODUCER  
FLOCKING MACHINES**



- Brand New 1960 Model Flocks 8-Foot Tree in just 5 minutes! The only machine that will handle all types of flock!
- INSTANT CHANGE DUMP HOPPER holds 25 lbs. of flock. Its constant agitation feature is guaranteed to positively eliminate all bridging, and to supply a full, continuous, steady flow of flock at all times.
- For all colors . . . changes instantly, saves time and labor!
- No outside air supply needed . . . just plug-in and flock. (Adhesive requires air.)

### WE HAVE FOUR PLANS TO OFFER YOU

**1 SALE**—\$475.00 Cash with order. We pay freight. If machine does not meet with your approval after three months, send it back collect and we refund \$300.00 immediately, a new machine, or what you wish. **YOU'RE THE BOSS!**

**2 RENT**—\$150.00 per three-month period—Only \$1.66 per day. Hose, flock gun and return freight \$25.00. Total \$175.00.

**3 TIME PAYMENT**—(24 months)

\$475.00 Total Sale Price  
175.00 Down Payment  
\$300.00 Balance

24 monthly payments of \$12.75 each, interest and carrying charges included. Payments start Jan. 1, 1960.

**4 TIME PAYMENT**—(5 seasonal payments—18 months)

\$475.00 Total Sale Price  
175.00 Down Payment  
\$300.00 Balance

Each payment \$62.00, including interest and carrying charge. You decide the schedule.

### • USE PLAIN WATER ONLY—NO ADHESIVES!

The completely proved and perfected flock that is fully guaranteed to stick and stay on (without flaking) to any tree, wreath or table decoration—and almost any material—USING PLAIN WATER ONLY!

- No adhesive of any kind required!
- Fluffiest, best covering flock you've ever used!
- No toxic fumes . . . minimizes dust!
- Ends forever all discoloration!
- Ends forever all mixing problems!
- Gives a new "whiter-white" look!
- Every pound is fire retardant!
- Economical! Requires 25% to 40% less than ordinary flock!

These low prices let you make real money! Immediate delivery! Order early—supply is limited!

Buy "Miracle Self-Stick Floc" on a satisfaction guaranteed basis

Colors: WHITE, PINK, ICE BLUE

1 lb. to 24 lbs. . . . .	lb. \$1.25	500 lbs. to 999 lbs. . . . .	lb. .85
25 lbs. to 99 lbs. . . . .	lb. 1.00	1,000 lbs. to 1,999 lbs. . . . .	lb. .80
100 lbs. to 499 lbs. . . . .	lb. .95	2,000 lbs. and up . . . . .	lb. .70

FREE DEMONSTRATIONS DAILY at our Chicago Plant!

## SPARKLE FLOC

The No. 1 material in use today. Breathtaking beauty.

	5 lbs.	25 lbs.	50 lbs.
White . . . . .	lb. .80	lb. .70	lb. .60
Ice Blue . . . . .	lb. .84	lb. .74	lb. .64
Chilly Pink . . . . .	lb. .84	lb. .74	lb. .64

**WHITE RAYON FLOCK: (Fire Retardant)**  
5 lb. Bag or Box . . . . . \$ 5.00 each  
10 lb. Bag or Box . . . . . 10.00 each  
25 lb. Bag . . . . . .90 per lb.  
50 lbs. or over . . . . . .80 per lb.

**COLOR RAYON FLOCK: (Fire Retardant)**  
5 lb. Bag or Box . . . . . \$ 6.00 each  
10 lb. Bag or Box . . . . . 12.00 each  
25 lb. Bag . . . . . 1.00 per lb.  
50 lbs. or over . . . . . .90 per lb.

**WHITE CELLULOSE FLOCK: (Fire Retardant)**  
up to 450 lbs. . . . . \$ .24 per lb.  
451 lbs. to 3,000 lbs. . . . . .22 per lb.  
3001 lbs. or more . . . . . .20 per lb.

**WHITE COTTON FLOCK**  
25 lb. Bag . . . . . .65 per lb.  
50 lbs. to 250 lbs. . . . . .55 per lb.  
251 lbs. to 999 lbs. . . . . .35 per lb.  
1,000 lbs. and up . . . . . .31 per lb.

**PERMANENT FLOCKING ADHESIVE:**  
5 gallon lots . . . . . \$3.65 per gallon  
50 gallon lots . . . . . 2.65 per gallon

**SNO STICK ADHESIVE—Flame Resistant CONCENTRATED—NON DISCOLORING**  
May be thinned 2½ to 1 with water.  
1.50 Per Gal. . . . . 50 Gal. Drums  
2.00 Per Gal. . . . . 30 Gal. Drums  
2.50 Per Gal. . . . . 5 Gal. Drums

**FLAME STOP FIRE PROOFING AGENT**  
Per tree cost 5 cents per foot—sells for 25 cents per foot to your customer. Helps your green tree sales.

1.50 Per Gal. . . . . 50 Gal. Drums  
2.00 Per Gal. . . . . 30 Gal. Drums

**2 GALLON ADHESIVE TANK**  
Allows non-stop flocking—no time wasted while filling cup or spray gun. Each, \$39.50

**ADHESIVE GUN . . . \$58.00**  
**HOSE for AIR or ADHESIVE**  
High pressure quality.  
15 ft. . . . . each \$5.25

Send for NEW FREE BOOKLET

"20 Money Makers"

A booklet, giving complete details on how to make up the 20 most profitable items in the flocking business.

### POLYETHYLENE TUBES:

54" width x 7 ft. long . . .  
50c each in 50 bag lots.  
55c each—less than standard pack.

30" width x 3 ft. long . . .  
35c each in 50 bag lots.  
40c each—less than standard pack.

72" width x 8 ft. long . . .  
60c each in 50 bag lots.  
65c each—less than standard pack.

No. T-12 Electric Tree Flocking TURNTABLE  
\$36.50 each

## "Wire Wonder"

TREE STANDS



The most revolutionary on the market . . . takes just 2 minutes to mount a tree. Trade-tested and proved to be the best! Competitively priced!

36 stands . . . . .	\$7.20 Doz.
37 to 108 . . . . .	6.00 Doz.
109 to 540 . . . . .	5.40 Doz.
541 or more . . . . .	4.68 Doz.

(F.O.B. Chicago)

12 in. "Wire Wonder" Tree Stands in lots of 72 or more (F.O.B. Chicago) . . . \$3.00 Doz.

ATTEND THE

**FLOCKING SCHOOL—**  
Write for Details TODAY!

# FLOC-FLO

**CORPORATION**

1043 W. Randolph St.—Chicago 7, Ill.  
phone: SE 3-5442

TERMS: 25% deposit with order . . . balance C.O.D. Net remittance with order saves you C.O.D. charges. All F.O.B. Chicago, Ill.

We are the No. 1 Manufacturers of flocking supplies and equipment . . . so we've had the most experience in producing top-quality products and are able to offer them at the lowest prices on the market! We invite comparison on quality and price. We sell direct from factory to you!

## Whitney is UP... and coming fast!



- **new expanded distribution**

Buffalo, Chicago, Kansas City . . . your Whitney distributor can order stocks from these 3 processing points! You get fast service for fast moving Whitney products.

- **new expanded line**

In many areas, Whitney Lawn Products now include lawn seed, fertilizer, weed controls and spreaders . . . All your needs from one source.

- **expanded sales for 1960**

Whitney is really UP...and coming fast!  
See your distributor for 1960 program details...or write to nearest office below:



Buffalo 5, N. Y.  
Chicago 90, Ill.  
Kansas City 1, Mo.

grams for each of these groups will be prepared by the Ohio State University and presented on successive days from January 18 to 21. According to George F. Gens, secretary-treasurer of the O. N. A., the meeting and short course will take place at the Neil House, Columbus, O.

### NEW YORK ARBORISTS

January 17 to 19, 1960, are the dates announced for the annual meeting and school of the New York State Arborists' Association by the secretary-treasurer, Frank Karpick. The combined event will be held at Cornell University, Ithaca, N. Y.

### OREGON SETS DATE

The Oregon Association of Nurserymen has decided on January 28 and 29 as the dates for its winter meeting, it is announced by Charles Potter, executive secretary of the group. Sessions will be held at the Hotel Eugene, Eugene, Ore.

### STREET TREE PROGRAM

Its third annual street tree symposium has been scheduled by the Saratoga Horticultural Foundation, Saratoga, Calif., for October 14. Round-table discussion of street tree ordinances and current trends in street tree selections will occupy the participants in the meetings from 9:30 a. m. to 3:30 p. m.

### NEW N. L. N. A. SECRETARY

The board of directors of the National Landscape Nurserymen's Association recently announced the appointment of Kenneth A. Brent as executive secretary. Mr. Brent attended the University of Chicago and has spent 15 years in the field of business journalism, including more than three years as managing editor of the American Nurseryman. An office has been established at 1101 West Pratt boulevard, Chicago 26, Ill., and all members of the N. L. N. A. are invited to avail themselves of the services of this office at any time.

### MODEL HOME LANDSCAPED

Landscaping of one of the four Better Homes and Gardens Idea Homes for 1959, built at Tulsa, Okla., was done by Holland Nursery, Tulsa, Gerald A. Spoor, owner. A garden with All-America roses, a foundation planting and specimen trees near the house are shown in colored photographs reproduced in the September issue of the magazine.



# CUMBERLAND VALLEY NURSERIES, Inc.

McMinnville, Tenn.

J. R. Bragg, Pres.

Phone: 2616

Fall, 1959 — Spring, 1960

## HIGHEST-QUALITY SHADE AND ORNAMENTAL TREES

Grown from root-pruned, transplanted liners.

ACER DASYCARPUM (Silver Maple)		Each
6 to 8 ft., T., well-br., tops		\$0.70
8 to 10 ft., T., well-br., tops, 1 1/4 to 1 1/2-in. cal.		1.00
10 to 12 ft., T., well-br., tops, 1 1/2 to 2-in. cal.		1.50
12 to 14 ft., T., well-br., tops, 2-in. cal. and up		1.75

CERCIS CANADENSIS (American Redbud)		
5 to 6 ft., T., well-br.		.60
6 to 8 ft., T., well-br.		.90
8 to 10 ft., T., well-br.		1.25

LIRIODENDRON TULIPIFERA (Tulip Poplar)		
5 to 6 ft., T., well-br.		.60
6 to 8 ft., T., well-br.		.90
8 to 10 ft., T., well-br.		1.25
10 to 12 ft., T., well-br.		1.75

ALBIZZIA JULIBRISSIN (Mimosa Tree)		
6 to 8 ft., T., well-br.		1.25
8 to 10 ft., T., well-br.		1.50
(3-yr., staked, extra-nice heads)		

ULMUS PUMILA (Chinese Elm)		
5 to 6 ft., T., well-br.		.60
6 to 8 ft., T., well-br.		.80
8 to 10 ft., T., well-br.		1.25
10 to 12 ft., T., well-br.		1.50

POPULUS NIGRA ITALICA (Lombardy Poplar)		Each
8 to 10 ft., T., well-br.		\$0.60
10 to 12 ft., T., well-br.		.75

MALUS (Flowering Crab Apple)		
Dolgo, Eleyi, Floribunda, Hopsa, Red Silver, Red-vein		
18 to 24 ins., 1-yr., graft whips		.25
2 to 3 ft., 1-yr., graft whips		.30
3 to 4 ft., 1-yr., graft whips		.35
4 to 5 ft., 1-yr., graft whips		.45
3 to 4 ft., 2-yr., br., grafts		.50
4 to 5 ft., 2-yr., br., grafts		.60
5 to 6 ft., 2-yr., br., grafts		.75

PRUNUS PERSICA (Flowering Peach)		
Double Red, Double White, Peppermint Stick Redleaf (Fruiting)		

PRUNUS NEWPORT (Purple-Leaved Plum)		
12 to 18 ins., June Buds		.20
18 to 24 ins., June Buds, well-br.		.25
2 to 3 ft., June Buds, well-br.		.35
3 to 4 ft., June Buds, well-br.		.40
3 to 4 ft., 1-yr., well-br., 7/16-in. cal.		.40
4 to 5 ft., 1-yr., well-br., 9/16-in. cal.		.50
5 to 6 ft., 1-yr., well-br., 11/16-in. cal.		.60

## FRUIT TREES

PEACH, June Buds		Each
3 to 4 ft., br.		\$0.35
30 to 36 ins., br.		.27 1/2
24 to 30 ins., br.		.22 1/2
18 to 24 ins., br.		.17 1/2
12 to 18 ins.		.12 1/2

Mayflower	Jerseyland	Richhaven
Cardinal	Redhaven	Blake
Maygold	Ranger	Alberta
Dixired	Keystone	Elterglow
Redcap	Triogem	Rio Oso Gem
Sunhaven	Southland	Georgia Belle
Sullivan Elberta		Shipper's Late Red

PEACH, 2-yr., extra-nice		
9/16-in. cal., 4 to 5 ft., well-br.		.40
11/16-in. cal., 5 to 6 ft., well-br.		.45
1-in. cal. and up, 6 to 7 ft., well-br.		.50
Coronet	Sunhaven	Redhaven

APPLE		
2 to 3 ft., 1-yr., graft whips		.17 1/2
3 to 4 ft., 1-yr., graft whips		.27 1/2
4 to 5 ft., 1-yr., graft whips		.32 1/2
7/16 to 9/16-in. cal., 2-yr., br., grafts		.30
9/16 to 11/16-in. cal., 2-yr., br., grafts		.35
11/16 to 1-in. cal., 2-yr., br., grafts		.40
1-in. cal. and up, 2-yr., br., grafts		.45

Yellow Transparent	Dark Red Jonathan
Lodi	Yellow Delicious
Early Harvest	Dark Red Delicious
Anoka	Virginia Red Winesap
Grimes Golden	Dark Red Stayman
	Red Rome Beauty

CHERRY		Each
5/16 to 7/16-in. cal.		\$0.40
7/16 to 9/16-in. cal.		.50
9/16 to 11/16-in. cal.		.60
11/16-in. cal. and up		.70
Early Richmond	Black Tartarian	
Montmorency	Gov. Wood	

### 5-N-1 APPLE

The City Man's Orchard

Five different varieties budded on one tree—Yellow Delicious, Red Delicious, Stayman Winesap, Yellow Transparent and Rome Beauty. Nice, well-branched trees.

		Each
9/16 to 11/16-in. cal., br.		\$1.00
11/16 to 3/4-in. cal., br.		1.15
3/4-in. cal. and up, br.		1.25

PEAR		
5/16 to 7/16-in. cal.		.35
7/16 to 9/16-in. cal.		.45
9/16 to 11/16-in. cal.		.50
11/16-in. cal. and up		.60
Ayer	Eastabrook	Morgan
Bartlett	Kieffer	Orient

PLUM, APRICOT, PRUNE and NECTARINE	
Bruce Plum	Moorpark Apricot
Blue Damson Plum	Stanley Prune
Methley Plum	Garden State Nectarine

Prices same as on Prunus Newport, above.

**TERMS:** Our terms are net, 30 days from invoice date, to firms with established credit or we will allow 2% cash discount and free packing for cash with order.

# Propagating Holly under Mist

By Dr. Thomas Wheeldon

I use five propagating houses in growing holly. Two are 13x50-foot Saran cloth; two are 13x30-foot glasshouses, and one is an 18x150-foot polyethylene film house.

The Saran cloth houses, which have permanent 2x4 frame construction, are axially north and south. They are in full sunlight and covered with cloth that provides 32 per cent shade. There are 5-foot benches on each side, with a 3-foot aisle between. The benches are one foot from the ground and have bottoms made of 1/4-inch hardware cloth. The benches are six inches deep.

If plants are to be propagated directly in the benches, one inch of coarse rock (creek bottom pebbles of proper analysis are preferred) is spread first. Over this is spread one inch of filter sand, and three inches of propagating material are spread over that. If the propagation is to take place in flats, they are filled with a suitable medium and placed directly on the hardware cloth. The nozzles (I use the Florida type) are on upright pipes 20 inches above the top of the propagating medium and five feet apart. I add a 40-inch band of Saran to give a double thickness part way down on the sides of the house. This peplum prevents wind drift of mist. I call these my turbulence houses because there is no obstruction to air currents in any direction, not even underneath the benches.

The two glasshouses are built in excavations three feet deep. The eaves are just above ground level. The benches are like those in my turbulence houses, and the nozzles are placed in the same arrangement. Ventilation is provided through vents at each end.

The polyethylene film house, built in a 3-foot excavation, is of permanent construction. The benches are built as in the other houses, but are provided with bottom heat that is automatically controlled. From September to April this house is covered with an outside and inside skin of 4-mil polyethylene film with a 4-inch dead air space between for further insulation. From April to September the house is covered with

32 per cent Saran shade cloth. Adequate ventilators are present, and an exhaust fan is at one end.

I feel that the propagating houses constitute a series that might be considered most efficient in enabling me to obtain the most out of the natural climatic conditions. Their varied conditions call upon control of the mist in an efficient manner.

## Temperature and Light Control

Since control of temperature and light, as well as moisture, is important to propagators, a special system of supplying water is valuable. The more saturated the air is, the less evaporation occurs and, hence, the less is the temperature change.

For this condition, high water pressures are necessary. The more finely dispersed is the water driven from the nozzles, the less interruption of light there will be. Since there is no need, ordinarily, to cut down on the degree of illumination, one can, therefore, devote his efforts to controlling temperature and mois-

ture. To accomplish temperature control, I vary the water pressure; to accomplish moisture control, I vary the periodicity of mist extrusion.

The pressure is controlled through a centrifugal pump incorporated directly in the water lines, the pump being rather small, but the motors being large. In this way, instantaneous response is experienced in starting and stopping the mist. Solenoid valves are synchronized accurately.

To control the amount of mist extruded, I use a time clock, but this is not set nor allowed to operate without close supervision. The interval is adjusted almost every day by computing the water content in the soil of test flats, described later.

The turbulence houses are used for early propagation. I usually start this work with available cuttings of those varieties that are slightly green wood but could not be called softwood. In my operation, depending upon the season, propagation takes

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Transplants

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Outstanding assortment.

Write for Wholesale Price List.

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Paper by Dr. Thomas Wheeldon, Gladsgay Gardens, Richmond, Va., president, Middle Atlantic chapter of the America Rhododendron Society, presented at a meeting of Holly Society of America, Inc., at Richmond, Va.

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**NURSERICANS***for better sales, lower shipping costs***6 SIZES NOW AVAILABLE**

NOW NURSERICANS ARE AVAILABLE IN A COMPLETE RANGE OF SIZES ENABLING YOU TO CHOOSE THE RIGHT SIZE FOR EACH PLANT.

**SIX INCH OR ONE GALLON SIZE\***

Top diameter 6", depth 6 1/2", bottom diameter 5"  
Push out bottom — painted green.

**EIGHT INCH OR TWO GALLON SIZE\***

Top diameter 7 1/2", depth 8 1/4", bottom diameter 6 3/8"  
Solid bottom, painted aluminum.

**EIGHT INCH OR TWO GALLON SIZE\***

Top diameter 8", depth 8 1/4", bottom diameter 7".  
Push out bottom, painted green.

**TEN AND ONE-HALF-INCH OR THREE GALLON SIZE\***

Top diameter 10 1/2", depth 9", bottom diameter 8 1/2"  
Solid bottom, painted green.

**THIRTEEN AND ONE-HALF-INCH SIZE "SHORTY"**

Top diameter 13 1/2", depth 8 1/4", bottom diameter 11 1/8"  
Approximately four gallons.  
Solid bottom, painted green.

**THIRTEEN AND ONE-HALF-INCH SIZE**

Top diameter 13 1/2", depth 11", bottom diameter 11 1/2"  
Approximately six gallons.  
Push out bottom, painted green.

**ALL NURSERICANS ARE:**

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- HAVE SIDE DRAINAGE HOLES

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P. O. BOX 567



# QUALITY LINERS FOR FALL, 1959

## Seedlings

<i>Abies concolor</i>	100	1000
2-yr., S. 2 to 6 ins.	\$10.00	\$ 75.00
<i>Acer palmatum</i>		
2-yr., T.	10.00	75.00
Understock	12.00	85.00
<i>Berberis thunbergii atropurpurea</i>		
2-yr., S. 12 to 16 ins.	10.00	75.00
<i>Cercis chinensis</i>		
1-yr., S. 4 to 8 ins.	7.50	
<i>Cornus florida</i>		
1-yr., S. 8 to 12 ins.	6.00	50.00
<i>Crataegus (cordata) phaeopyrum</i>		
1-yr., S. 8 to 12 ins. and up.	6.00	50.00
2-yr., S. 18 to 24 ins. and up.	10.00	75.00
<i>Fagus sylvatica</i>		
1-yr., S. 4 to 10 ins.	10.00	85.00
<i>Gymnocladus dioica</i>		
1-yr., S. 8 to 12 ins.	15.00	
<i>Helleborus niger</i>		
1-yr., S.	10.00	75.00
<i>Juniperus virginiana</i>		
1-yr., S.	6.00	50.00
<i>Koeleruteria paniculata</i>		
1-yr., S.	10.00	85.00
<i>Laburnum anagyroides</i>		
1-yr., S. 6 to 8 ins.	10.00	75.00
<i>Liquidambar styraciflua</i>		
1-yr., S. 4 to 8 ins.	10.00	75.00
<i>Magnolia kobus</i>		
1-yr., S. 6 to 12 ins.	10.00	75.00
<i>Myrica pensylvanica</i>		
1-yr., S. 4 to 8 ins.	6.00	50.00
<i>Picea abies</i>		
2-yr., S. 4 to 8 ins.	5.00	40.00
3-yr., T. 6 to 8 ins.	7.50	70.00
<i>Picea pungens glauca</i>		
2-yr., S. 4 to 6 ins.	6.00	45.00
3-yr., T. 4 to 8 ins.	12.00	100.00
4-yr., T. 8 to 10 ins.	35.00	250.00
<i>Pinus aristata</i>		
3-yr., S. 3 to 4 ins.	10.00	75.00
<i>Pinus mughus pumilio</i>		
2-yr., S. 3 to 4 ins.	5.00	40.00
<i>Pinus nigra</i>		
2-yr., S. 4 to 8 ins.	4.50	40.00
3-yr., T. 6 to 12 ins.	6.50	50.00
<i>Pinus strobus</i>		
2-yr., S. 3 to 6 ins.	5.00	40.00
<i>Pinus sylvestris</i>		
2-yr., S. 6 to 8 ins.	5.00	40.00
<i>Pinus thunbergii</i>		
2-yr., S. 4 to 8 ins.	6.50	50.00
<i>Pseudotsuga taxifolia glauca</i>		
2-yr., S. 6 to 8 ins.	6.50	50.00
<i>Quercus palustris</i>		
2-yr., S. 18 to 24 ins. and up.	15.00	125.00
<i>Sophora japonica</i>		
1-yr., S. 6 to 10 ins.	15.00	120.00
<i>Sorbus aucuparia</i>		
T. 4 to 5 ft. whip.	35.00	250.00
<i>Taxus capitata</i>		
4-yr., T. 6 to 10 ins.	35.00	300.00
<i>Thuja occidentalis</i>		
2-yr., S. 4 to 8 ins.	6.00	50.00
<i>Thuja orientalis</i>		
2-yr., T.	7.50	65.00
Understock	8.50	75.00
<i>Tsuga canadensis</i>		
T. 6 to 10 ins.	20.00	
T. 10 to 15 ins.	35.00	
<i>Tsuga caroliniana</i>		
3-yr., S. 6 to 8 ins.	12.00	100.00
<i>Ulmus pumila</i>		
1-yr., S. 8 to 12 ins. and up.	2.50	20.00
<i>Viburnum carlesii</i>		
2-yr., S. 6 to 10 ins.	15.00	
<i>Viburnum dentatum</i>		
2-yr., S. 18 to 24 ins.	15.00	125.00
<i>Zelkova serrata</i>		
1-yr., S. 12 to 18 ins.	12.50	100.00

## Bedded Stock 2-Yr. Transplants

<i>Azalea calendulacea</i>	10	100
<i>Azalea mucronulata</i>	\$3.00	\$25.00
<i>Azalea poukhanensis</i>	3.00	25.00
<i>Azalea schlippenbachii</i>	3.00	25.00
<i>Berberis thunbergii atropurpurea</i>	2.00	15.00
<i>Crimson Pygmy</i>	2.00	15.00
<i>Chamaecyparis Cyano Viridis</i>	2.00	15.00
<i>Chamaecyparis plumosa aurea</i>	2.00	15.00
<i>Chamaecyparis plumosa</i>	2.00	15.00
<i>Chamaecyparis sulphurea</i>	2.00	15.00
<i>Helleborus niger</i>	2.50	20.00
<i>Helleborus niger</i> , 3-yr. T.	4.00	35.00
<i>Ilex convexa</i>	3.00	25.00
<i>Ilex crenata rotundifolia</i>	3.00	25.00
<i>Leucothoe catesbaei</i>	3.00	25.00
<i>Rhododendron carolinianum</i>	3.00	25.00
<i>Rhododendron hybrid, red</i>	3.50	30.00
<i>Taxus cuspidata andersonii</i>	3.50	30.00
<i>Taxus cuspidata compacta</i>	3.50	30.00
<i>Taxus cuspidata densiformis</i>	4.00	35.00
<i>Taxus cuspidata F. &amp; F.</i>	4.00	35.00
<i>Taxus media</i>	3.50	30.00
<i>Taxus media clifforti</i>	3.50	30.00
<i>Taxus media hatfieldii</i>	3.50	30.00
<i>Taxus media henryi</i>	3.50	30.00
<i>Taxus media hicksii</i>	3.50	30.00
<i>Taxus media Moon's</i>	3.50	30.00
<i>Taxus media bradleyi</i>	3.50	30.00
<i>Thuja globosa</i>	2.00	15.00
<i>Thuja globosa novum</i>	2.00	15.00
<i>Viburnum bittichenense</i>	3.50	25.00

## Bedded Stock 3-Yr. Transplants (Limited Quantity)

<i>Azalea arborescens</i>	4.00	35.00
<i>Azalea mucronulata</i>	4.00	35.00
<i>Azalea schlippenbachii</i>	4.00	35.00
<i>Enkianthus campanulatus</i>	4.00	35.00
<i>Pieris japonica</i>	4.00	35.00
<i>Rhododendron hybrid</i>	4.00	35.00
<i>Rhododendron hybrid x smirnowi</i>	4.00	35.00

## 1-Yr. Grafts from 2 1/4-In. Pots

<i>Acer palmatum atropurpureum</i>	8.50	75.00
<i>Acer palmatum atropurpureum</i>	8.50	75.00
<i>Bloodgood</i>	8.50	75.00
<i>Cornus florida rubra</i>	7.50	65.00
<i>Cornus florida rubra Prosser</i>	8.50	75.00
<i>Cornus kousa chinensis</i>	7.50	65.00
<i>Hamamelis mollis</i>	7.50	65.00
<i>Ilex opaca Judge Brown</i>	8.50	75.00
<i>Ilex opaca xanthocarpa</i>	8.50	75.00
<i>Juniperus scopulorum Blue Haven</i>	7.50	65.00
<i>Thuja orientalis aurea nana</i>	6.50	55.00

## Rooted Cuttings from 2 1/4-In. Pots

<i>Azalea Delaware Valley White</i>	3.00	20.00
<i>Azalea vaseyi</i>	3.00	20.00
<i>Berberis julianae</i>	3.00	20.00
<i>Berberis thunbergii atropurpurea</i>	3.00	20.00
<i>Crimson Pygmy</i>	3.00	20.00
<i>Berberis verruculosa</i>	3.50	25.00
<i>Buxus handsworthii</i>	3.00	20.00
<i>Buxus koreana</i>	3.00	20.00
<i>Buxus sempervirens</i>	3.00	20.00
<i>Chamaecyparis Cyano Viridis</i>	3.00	20.00
<i>Chamaecyparis filifera aurea</i>	3.00	20.00
<i>Chamaecyparis plumosa Gold</i>	3.00	20.00
<i>Dust</i>	3.00	20.00
<i>Chamaecyparis plumosa</i>	3.00	20.00
<i>sulphurea</i>	3.00	20.00
<i>Cornus mas</i>	3.50	25.00

## Rooted Cuttings from 2 1/4-In. Pots (continued)

<i>Cotoneaster adpressa praecox</i>	10	100
<i>Cotoneaster conspicua decidua</i>	\$3.00	\$20.00
<i>Cotoneaster horizontalis</i>	3.00	20.00
<i>Cotoneaster horizontalis</i>	3.00	20.00
<i>perpusilla</i>	3.00	20.00
<i>Cotoneaster salicifolia</i>	3.00	20.00
<i>Cotoneaster salicifolia floccosa</i>	3.00	20.00
<i>Enkianthus campanulatus</i>	3.00	20.00
<i>Euonymus alatus compactus</i>	3.00	20.00
<i>Euonymus carrierei</i>	3.00	20.00
<i>Euonymus vegetus</i>	3.00	20.00
<i>Franklinia alatamaha</i> , 8 to 12 ins.	5.00	40.00
<i>Ilex crenata convexa</i>	3.00	20.00
<i>Ilex crenata hellei</i>	3.00	20.00
<i>Ilex crenata helz</i>	3.00	20.00
<i>Ilex crenata microphylla</i>	3.00	20.00
<i>Ilex glabra</i>	3.00	20.00
<i>Ilex opaca</i> (6 to 8 ins. in the following named varieties)	5.00	40.00
<i>Cheerful</i>		
<i>Christmas Tide</i>		
<i>Clark</i>		
<i>Heila Bradley</i>		
<i>Farage</i>		
<i>Arden</i>		
<i>Femina No. 16</i>		
<i>Ilex opaca maculata</i>	5.00	40.00
<i>Juniperus depressa plumosa</i>	3.00	20.00
<i>Juniperus horizontalis Bar Harbor</i>	3.00	20.00
<i>Juniperus horizontalis wilsoni</i>	3.00	20.00
<i>Juniperus pfitzeriana</i>	3.00	20.00
<i>Juniperus pfitzeriana compacta</i>	3.00	25.00
<i>Juniperus pfitzeriana nana</i>	3.00	25.00
<i>Juniperus glauca hetzi</i>	3.00	25.00
<i>Juniperus sargentii</i>	5.00	40.00
<i>Juniperus stricta</i>	3.00	20.00
<i>Magnolia rustica rubra</i>	4.50	35.00
<i>Oxydendrum arboreum</i>	3.00	25.00
<i>Pieris japonica</i>	3.00	20.00
<i>Prunus laurocerasus schipkaensis</i>	3.00	20.00
<i>Pyraecantha coccinea lalandi</i>	3.00	20.00
<i>Pyraecantha coccinea Lowboy</i>	3.00	20.00
<i>Rhododendron wilsoni</i>	5.00	40.00
<i>Taxus baccata repandens</i>	3.50	25.00
<i>Taxus canadensis stricta</i>	3.50	25.00
<i>Taxus cuspidata aurea</i>	3.50	25.00
<i>Taxus cuspidata capitata</i>	3.50	25.00
<i>Taxus cuspidata compacta</i>	3.50	25.00
<i>Taxus cuspidata densiformis</i>	3.50	25.00
<i>Taxus cuspidata F. &amp; F. compacta</i>	3.50	25.00
<i>Taxus cuspidata nana</i>	3.50	25.00
<i>Taxus hunnewelliana</i>	3.50	25.00
<i>Taxus media browni</i>	3.50	25.00
<i>Taxus media clifforti</i>	3.50	25.00
<i>Taxus media Halloran</i>	3.50	25.00
<i>Taxus media hatfieldii</i>	3.50	25.00
<i>Taxus media henryi</i>	3.50	25.00
<i>Taxus media hicksii</i>	3.50	25.00
<i>Taxus media kelseyi</i>	3.50	25.00
<i>Taxus media Vermeulen</i>	3.50	25.00
<i>Taxus media welleriana</i>	3.50	25.00
<i>Thuja occidentalis globosa</i>	3.00	20.00
<i>Blue Type</i>	3.00	20.00
<i>Thuja occidentalis globosa novum</i>	3.00	20.00
<i>Thuja occidentalis nigra</i>	3.00	20.00
<i>Thuja occidentalis pyramidalis</i>	3.00	20.00
<i>Thuja occidentalis recurva nana</i>	3.00	20.00
<i>Thuja occidentalis reevesii</i>	3.00	20.00
<i>Thuja orientalis aurea nana</i>	3.50	25.00
<i>Thuja orientalis Bonita</i>	3.50	25.00
<i>Thuja orientalis elegantissima</i>	3.50	25.00

HESS' NURSERIES

P. O. Box 128

WAYNE, N. J.

place during the latter part of May. If I can get the cuttings stuck by the middle part of June, rooting usually is well established by early August. The cuttings, which are in flats, are then moved out, and a new batch is made in August. By September, rooting has begun but slows down perceptibly. Therefore, this second batch of flats is now moved to the glasshouses, where the cuttings never actually become dormant.

### September Potting

During September, the first batch can be potted, banded and put in frames to winter or started in a

temperate house to become well-developed liners by spring. The second batch can be potted or banded during January and left in the glass-houses, where they will add root structure and burst out in early spring to become well-developed liners in late spring.

In October propagating procedures are moved to the film house, where bottom heat of 70 to 75 degrees Fahrenheit is maintained. The cycle is pursued, for by December or January rooting will have begun well. The benches are searched. Those cuttings that are well rooted will be potted or banded and the remainder

restuck. In March, the process will be repeated, and by May it is known what success the year has brought.

I feel that the method I employ is an efficient way of using equipment and labor. With this organization, and by selecting material best suited for periodicity, I have been able to propagate the equivalent of 200,000 azaleas and 45,000 rhododendrons in a single year.

After considering the merits of various propagating materials and hormones, I have come to use a mixture of five parts German peat, three parts filter sand and two parts perlite (or whatever equivalent I have

# PACIFIC COAST NURSERY

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**Phone: MAYfair 1-3325**

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the Pacific Coast Since 1914**

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Cuttings

Combination carloads to eastern distributing points.

**John Holmason & Sons**  
**Props.**

## PIERSON QUALITY EVERGREEN LINERS

5-yr., Twice Transplanted	100 rate	1000 rate
<i>Taxus andersoni</i> .....	\$70.00	\$650.00
<i>Taxus cuspidata</i> .....	65.00	600.00
<i>Taxus nana erecta</i> .....	75.00	700.00
<i>Taxus Halloran</i> .....	65.00	600.00
<i>Taxus mooni</i> .....	75.00	700.00
<i>Taxus hicksi</i> .....	65.00	600.00
<i>Taxus thayerae</i> .....	65.00	600.00
4-yr., Twice Transplanted		
<i>Taxus andersoni</i> .....	60.00	550.00
<i>Taxus cuspidata</i> .....	50.00	450.00
<i>Taxus nana erecta</i> .....	60.00	550.00
<i>Taxus stovekeni</i> .....	50.00	450.00
<i>Taxus densiformis</i> .....	60.00	550.00
<i>Taxus hicksi</i> .....	50.00	450.00
<i>Taxus browni</i> .....	60.00	550.00
<i>Taxus thayerae</i> .....	50.00	450.00
<i>Taxus hatfieldi</i> .....	60.00	550.00
<i>Taxus Halloran</i> .....	50.00	450.00
3-yr., Twice Transplanted		
<i>Thuja nigra</i> .....	45.00	400.00
<i>Thuja boothi</i> .....	45.00	400.00
2-yr., Once Transplanted		
<i>Taxus andersoni</i> .....	30.00	250.00
<i>Taxus cuspidata</i> .....	30.00	250.00
<i>Taxus hicksi</i> .....	30.00	250.00
<i>Taxus Halloran</i> .....	30.00	250.00
<i>Taxus mooni</i> .....	30.00	250.00

### QUANTITY PRICES

On 2-yr., once transplanted, order of 2500 plants or more,  
\$200.00 per 1000 shall apply.

WRITE FOR LIST OF B&B MATERIAL.

### A. N. PIERSON, INC.

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★ A compact, bushy shrub growing from a central stem with columnar growth of 4 to 5 ft. in height and compact spread of 18 ins. Dark green glossy leaves without flowers or berries. Sturdy character and appearance, uniform shape, natural upright form requiring no support and little shearing make it an excellent shrub for ornamental use and hedge plantings.  
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Earleville, Md.

### SWISS STONE PINE

Each  
(3-2-2), 6 to 8 ins. .... 60c

### SERBIAN SPRUCE

(3-2-2), 10 to 12 ins. .... 75c  
(3-2-2), 12 to 15 ins. .... 95c

**WILSEY EVERGREEN NURSERY**

Corfu, N. Y.

### HEMLOCK

Rhododendron • Kalmia • Azalea

**CURTIS NURSERIES**

CALICOON, N. Y.

available). I use hormones that I deem best suited for the particular material being propagated. I sterilize the propagating benches with a mixture of four tablespoonfuls of captan, 50 per cent; one teaspoonful of lindane, 50 per cent emulsified, and one gallon of water for every 10 square feet of bench.

### Sterilize Cuttings

I sterilize the cuttings by immersing them for a few minutes in a solution like that used for the benches. I do not allow tobacco in any form in the cutting room nor in any of the propagating houses. All workers must wash their hands thoroughly with hexachlorophene soap before entering any of these houses. The same care is used in handling flats and other equipment. The cuttings are wounded when it is deemed necessary.

Cuttings are taken in early morning and immediately put into polyethylene bags that are kept closed except for insertions. The cuttings are taken directly to a mist chamber, where they are under constant mist until they are processed. Then they are kept in polyethylene bags until they are stuck; they are immediately watered in. The concrete cutting room is tightly closed in, and the door is covered with a polyethylene curtain.

The mist is started immediately, each nozzle being turned on as the cutting sticker covers five linear feet of bench. The mist is started basically at three seconds every three minutes until standard flats (3x12x18 inches) of azaleas placed in strategic positions weigh 23 pounds or become constant. If the weight does not build up to 23 pounds, the length of time of extrusion of mist is increased until this weight is reached and then regulated to keep the weight constant. In certain weather the original extrusion time may be lengthened.

I have found that this method is highly accurate, for it gives a true picture of the volume of water in any given area. At this weight, the 19 to 21 per cent moisture that favors root initiation and development pertains in the particular medium I use. Simply to set an interval of timing gives one no idea of the moisture that exists below the soil surface.

I have not been able to depend upon an electronic leaf, for that gives only surface moisture without measurement. I have found that the amount of mist required to keep up the soil water volume described is sufficient to control temperature.

[Continued on page 41]



## LOOKING FOR EVERGREEN LINERS? ARE YOU PREPARED?

Figures show that just ahead are the greatest years in the nursery industry.

FINISHED STOCK—See our new descriptive catalog.

### IS YOUR SUPPLY ADEQUATE?

	Per 100	Per 1000
<b>Abelia grandiflora sherwoodii</b> (Sherwood Dwarf Abelia) Fine foliage, tiny flowers. 12 to 24 ins., once transplanted.....	\$20.00	\$180.00
<b>Abies balsamea</b> (Balsam Fir) Symmetrical, deep green, aromatic. 6 to 9 ins., not transplanted.....	10.00	90.00
<b>Abies concolor</b> (White Fir) Symmetrical growth and beautiful blue foliage. 9 to 12 ins., once transplanted.....	16.00	144.00
<b>Azalea amoena coccinea</b> Splendid dwarf, red flowers. 3 to 6 ins., once transplanted.....	16.00	144.00
<b>Azalea mollis</b> (Chinese Azalea) Deciduous, gorgeous shades of copper, etc. 9 to 12 ins., twice transplanted.....	24.00	216.00
<b>Berberis julianae</b> (Wintergreen Barberry) One of the best upright barberries. 12 to 18 ins., once transplanted.....	30.00	270.00
<b>Berberis triacanthophora</b> (Three-Spined Barberry) Slender, arching branches. 9 to 12 ins., once transplanted.....	25.00	225.00
<b>Buxus sempervirens aureo-variegata</b> Enchanting, cheerful, gold-variegated dwarf. 3 to 6 ins., once transplanted.....	14.00	126.00
<b>Camellia japonica</b> Pink Perfection Double clear pink flowers, perfectly formed. 15 to 18 ins., once transplanted.....	29.00	261.00
<b>Chamaecyparis lawsoniana fletcheri</b> (Fletcher Cypress) Slender conifer, soft plume foliage. 6 to 9 ins., once transplanted.....	20.00	180.00
<b>Chamaecyparis pisifera compacta</b> Dense, bright green, striking, dwarf globe. 3 to 6 ins., once transplanted.....	17.00	153.00
<b>Chamaecyparis pisifera filifera</b> (Thread-branch Cypress) Composed of a multitude of filaments. 9 to 12 ins., once transplanted.....	24.00	216.00
<b>Chamaecyparis pisifera filifera nana aurea</b> (Dwarf Golden Thread Cypress) A compact mass of golden filaments. 12 to 15 ins., twice transplanted.....	30.00	270.00

#### DID YOU KNOW?

That it is possible to tell whether a corn plant will have red or yellow kernels by examining the number and arrangement of the chromosomes in a living cell taken from leaf, stem, root or any place from that plant.

<b>Cotoneaster horizontalis</b> (Rock Cotoneaster) Masses of red berries. 6 to 12 ins., once transplanted.....	15.00	135.00
<b>Daphne mezereum rubra</b> (Red February Daphne) Delightfully fragrant, lilac-purple flowers. 1 to 3 ins., not transplanted.....	11.00	99.00
<b>Erica carnea</b> (Sherwood Creeping Heath) Low creeper. Flowers bright carmine-red. 3 to 6 ins., once transplanted.....	14.00	126.00
<b>Erica carnea</b> (Sherwood Early Red) Flowers bright red in January and February. 3 to 6 ins., once transplanted.....	14.00	126.00

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The prices here quoted include expert packing and delivery to you. **ALL SHIPPING CHARGES PREPAID** except on stock marked B.R. to any point in the United States and Canada, except Alaska and Hawaii.

25 at 100 rate; 250 at 1000 rate.

<b>Erica mediterranea hybrida</b> (Darley Heath) Purplish flower often in the snow. 6 to 9 ins., once transplanted.....	\$17.00	\$153.00
<b>Euonymus radicans</b> (Winter Creeper) Low, procumbent shrub, rich green foliage. 6 to 12 ins., once transplanted.....	19.00	171.00
<b>Hedera helix</b> , a cut-leaved form White veins, dark leaves deeply serrated. 1 year, once transplanted.....	10.00	90.00
<b>Ilex aquifolium angustifolia</b> (Narrow-Leaved Holly) Beautiful slender tree. 3 to 6 ins., once transplanted.....	18.00	162.00
<b>Juniperus chinensis sargentii</b> (Sargent Juniper) Soft blue-green creeper. 3 to 6 ins., once transplanted.....	16.00	144.00
<b>Juniperus communis depressa plumosa</b> (Andorra Juniper) Green creeper turning bronze. 6 to 9 ins., once transplanted.....	20.00	180.00
<b>Juniperus horizontalis glauca</b> (Blue Creeping Juniper) Cypresslike soft blue foliage. 3 to 6 ins., once transplanted.....	16.00	144.00
<b>Juniperus sabina tamariscifolia</b> (Tamarix Savin Juniper) Very popular creeping form. 3 to 6 ins., once transplanted.....	16.00	144.00
<b>Juniperus squamata meyeri</b> (Meyer Juniper) Dense, heavy, plumelike branches, deep blue. 3 to 6 ins., once transplanted.....	17.00	153.00

#### DID YOU KNOW?

That most conifers such as fir, pine and spruces only keep their needles for about 5 to 10 years but that Bristlecone Pine (*Pinus aristata*) and Brewer's Weeping Spruce hold their needles for 20 years or more.

<b>Kalmia latifolia</b> (Mountain Laurel) Compact shrub, bouquets of lovely flowers. 9 to 12 ins., once transplanted.....	25.00	225.00
<b>Mahonia aquifolium</b> (Oregon Grape) An ornate little evergreen shrub. 1 to 3 ins., not transplanted.....	6.00	54.00
<b>Osmarea burkwoodii</b> (Burkwood Osmarea) Fine foliage, white flowers. 6 to 9 ins., once transplanted.....	20.00	180.00
<b>Picea excelsa</b> (Norway Spruce) Defies the blast in cold, exposed situations. 18 to 24 ins., once transplanted, B.R.....	20.00	180.00
<b>Picea excelsa nidiformis</b> (Nest Spruce) Wonderful, dwarf, dark green, flattened globe. 3 to 6 ins., once transplanted.....	18.00	162.00
<b>Picea pungens</b> (Colorado Spruce), green One of the most desirable of the spruces. 15 to 18 ins., once transplanted, B.R.....	21.00	189.00
<b>Pinus aristata</b> (Bristlecone Pine) Finest landscape conifer in existence. 3 to 6 ins., not transplanted.....	16.00	144.00
<b>Pseudotsuga douglasii</b> (Green Douglas Fir) Foliage bright, shiny green. 2 to 4 ins., not transplanted.....	2.00	18.00

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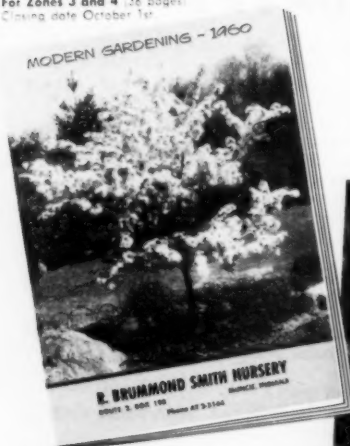
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(Name of state subject to change)

Zones 7, 8 and 9

States: Arizona, California, Nevada.

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Zones 7, 8 and 9, for Texas, Louisiana, Arkansas, Mississippi, Alabama, Georgia, Tennessee, Kentucky, Virginia, North and South Carolina, Florida, Oklahoma.

\*Specifications and data subject to change.

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**MAIL THIS IMPORTANT COUPON TODAY**

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*New!*

# VIBURNUM CARLESI COMPACTA



## *New* VIBURNUM CARLESI COMPACTA

This plant was discovered several years ago in the nursery in a block of Viburnum carlesii. It is slower growing and has distinct dark green shiny leaves. It grows into a very compact plant and for this reason is called Compacta, ideal for use in

foundation plantings. It buds up very heavily when a matured plant. The size, color and fragrance of the flowers are exactly like those of Viburnum carlesii. This plant is a distinct novelty of which a limited quantity is offered for the first time this year.

	Per 100 Each	Per 1000 Each
Strong, 2-year grafts .....	\$1.25	\$1.00

See reverse side for additional listings.

**C. HOOGENDOORN, Nurseryman**  
408 Turner Road **NEWPORT, R. I.**



# LINING-OUT STOCK and LANDSCAPE MATERIAL

FALL, 1959 — SPRING, 1960

## LINING-OUT STOCK

	Each Per 100	Each Per 1000
1000 <i>Acer palmatum atropurpureum</i> (Dark Red Japanese Maple), selected types, strong, 2-yr. grafts, 12 to 18 ins. ....	\$1.50	\$1.25
300 <i>Acer palmatum atropurpureum</i> OSHIU BENI (light red Japanese Maple), strong, 2-yr. grafts, 12 to 18 ins. ....	1.50	...
1500 <i>Azalea knempferi</i> , S., various shades of salmon-pink, 3-yr. TT. ....	.50	.45
1000 <i>Azalea</i> MRS. OLIVER SLOCOCK, S., English Hybrids, 4-yr. TT. 12 to 15 ins. ....	.75	.60
1000 <i>Azalea mucronulata</i> , S., lavender, earliest-flowering, 3-yr. TT. ....	.50	.45
2500 <i>Buxus sempervirens</i> , true, 2-yr. T. ....	.20	.17½
500 <i>Cedrus atlantica glauca</i> (Blue Atlas Cedar), 1-yr. grafts, 10 to 12 ins. ....	1.00	...
500 <i>Cornus kousa chinensis</i> (Chinese Dogwood), strong, 1-yr. grafts, 12 to 18 ins. ....	.75	...
1000 <i>Cornus florida rubra</i> (Pink-Flowering Dogwood), 1-yr. grafts ....	.75	.60
2000 <i>Cotoneaster divaricata</i> (Spreading (Cotoneaster), 2-yr. S. ....	.17½	.15
200 <i>Cryptomeria japonica compacta</i> , 1-yr. grafts ....	1.00	...
2500 <i>Euonymus alatus compactus</i> , 2-yr. T. 9 to 12 ins. ....	.30	.25
1500 <i>Euonymus alatus compactus</i> , 3-yr. T. 12 to 18 ins., br., mail-order size ...	.45	.40
2500 <i>Euonymus radicans vegetus</i> , 2-yr. T. ....	.30	.25
300 <i>Fagus sylvatica riversi</i> (Rivers' Purple Beech), 2-yr. grafts, 12 to 18 ins. ....	1.75	...
1000 <i>Forsythia BEATRIX FARRAND</i> , NEW, 1-yr. T., softwood cuttings, 15 to 18 ins. ....	.25	.20
1000 <i>Forsythia Lynwood Gold</i> , 1-yr. T., softwood cuttings, 18 to 24 ins. ....	.18	.15
1000 <i>Forsythia Spring Glory</i> , 1-yr. T., softwood cuttings, 18 to 24 ins. ....	.18	.15
500 <i>Hex compacta</i> , 3-yr. T. 3 to 6 ins. ....	.40	.35
1000 <i>Hex glabra compacta</i> , 3-yr. T. 8 to 10 ins. ....	.40	.35
1000 <i>Hex latifolia</i> , 3-yr. T. 10 to 18 ins. ....	.40	.35
1000 <i>Hex rotundifolia</i> , 3-yr. T. 8 to 12 ins. ....	.40	.35
10,000 <i>Juniperus virginiana</i> , 2-yr. T., grafting size ....	.10	.09
1500 <i>Leucothoe catesbaei</i> (Drooping Leucothoe), 3-yr. TT. 10 to 15 ins. ....	.40	.35
700 <i>Magnolia soulangeana</i> , 1-yr. T. 10 to 15 ins. ....	.50	.45
1000 <i>Malus Almey</i> , 1-yr. grafts ....	.25	...
1000 <i>Malus Hopa</i> , 1-yr. grafts ....	.25	...
1500 <i>Pachistima canbyi</i> , 2-yr. T. ....	.45	.40
3500 <i>Pieris japonica</i> (Andromeda Japonica), 3-yr. TT. heavy, 9 to 12 ins. ....	.50	.45
400 <i>Pieris japonica</i> (Pink Andromeda), 3-yr. TT. ....	.50	...
1500 <i>Prunus maritima</i> (Beach Plum), 1-yr. S. 12 to 18 ins. ....	.15	.10
2500 <i>Prunus tomentosa</i> (Nanking Cherry), 2-yr. S. 10 to 15 ins. ....	.09	.07½
750 <i>Rhododendron carolinianum</i> , 3-yr. TT. heavy, 9 to 12 ins. ....	.60	.50
750 <i>Rhododendron Virgin</i> , hybrid seedlings, 4-yr. T. 8 to 12 ins. ....	.75	.60

### RHUS COTINUS ROYAL PURPLE

(NEW, Dark, Purple-Red-Leaved Smokebush)  
2 to 3 ft., 2 to 5 branches, B.R., 1 to 99, \$1.50 each; 100 or more, \$1.25 each  
3 to 4 ft., B.R., per 10, \$2.50 each; per 100, \$2.00 each

1500 <i>Taxus brevifolia</i> (nana), (Dwarf Japanese Yew), 2-yr. T. ....	.40	.35
750 <i>Taxus brownii</i> , 2-yr. T. ....	.40	.35

### TAXUS CAPITATA

(Upright Japanese Yew)

\*15,000 strong, 2-yr., selected seedlings, 4 to 6 ins. .... .15 .12½  
15,000 strong, 4-yr. T. 12 to 18 ins. .... .45 .40  
\*Seed sown lightly. Plants grown with plenty of room in beds.

	Each Per 100	Each Per 1000
2500 <i>Taxus cuspidata</i> (Spreading Japanese Yew), 2-yr. T. ....	\$0.40	\$0.35
1500 <i>Taxus cuspidata</i> , 4-yr. TT. field rows ....	.75	.60
2500 <i>Taxus densiformis</i> (Spreading Japanese Yew), 2-yr. T. ....	.45	.40
1500 <i>Taxus densiformis</i> , 4-yr. TT. field rows ....	.75	.60
3500 <i>Taxus hatfieldi</i> (Upright Hatfield Yew), 2-yr. T. ....	.40	.35
2500 <i>Taxus intermedia</i> (Spreading Japanese Yew), 2-yr. T. ....	.40	.35
1000 <i>Taxus intermedia</i> , 4-yr. TT. field rows ....	.60	.50
1000 <i>Taxus thuyae</i> (Spreading Japanese Yew), 4-yr. TT. field rows ....	.60	.50
1000 <i>Thuja woodwardi</i> (Globe Arborvitae), 2-yr. T. 9 to 12 ins. ....	.35	.30

### VIBURNUM CARLESI

(Fragrant Mayflower Viburnum)

5000 2-yr. S. 4 to 6 ins. ....	.15	.12½
6 to 8 ins. ....	.20	.17½
8 to 12 ins. ....	.30	.25
*1000 3-yr. T. 12 to 18 ins. ....	.75	.60

\*Heavy, well-branched, suitable for mail-order trade.

### VIBURNUM CARLESI COMPACTA

(NEW)

This is a compact form of *Viburnum carlesii* with dark green leaves and buds up very readily.

2500 2-yr. grafts, heavy, 15 to 18 ins. ....

1.25 1.00

2500 <i>Viburnum dentatum</i> , strong, 2-yr. S. 12 to 18 ins. ....	.60	.07½
400 <i>Viburnum rhytidophyllum</i> (Leather-Leaved Viburnum), strong, 1-yr. grafts, 10 to 15 ins. ....	.75	.12
1000 <i>Viburnum wrightii</i> , 2-yr. S. 9 to 12 ins. ....	.15	.12

### PERENNIALS

1000 <i>Epimedium niveum</i> , 1-yr. ....	.45	.40
1000 <i>Epimedium rubrum</i> , 1-yr. ....	.45	.40

### HELLEBORUS NIGER

(Christmas Rose)

Suitable for mail-order trade and to pot up for roadside stand sales.

3-yr. T., blooming size.  
\$50.00 per 100 \$450.00 per 1000

## LANDSCAPE MATERIAL

*Hex glabra compacta*, heavy, 18 to 24 ins.  
*Juniperus pfitzeriana*, heavy, 18 to 24 ins.  
*Juniperus pfitzeriana glauca*, heavy, 18 to 24 ins.  
*Juniperus hetera*, heavy, 18 to 24 ins.  
*Pieris japonica* (Andromeda), heavy, 15 to 18 ins.  
Heavy, 18 to 24 ins.  
Heavy, 2 to 2½ ft.  
*Taxus densiformis*, heavy, 15 to 18 ins.  
*Taxus densiformis*, heavy, 18 to 24 ins.  
*Viburnum carlesii*, B&B, 18 ins. to 4 ft., budded  
*Viburnum wrightii*, B&B, 3 to 4 ft.

Other varieties of evergreens and shrubs in landscape sizes are available. Write for latest price list.

You are cordially invited to inspect this stock at the nursery as it has made exceptional growth and is in excellent color.

**C. HOOGENDOORN, Wholesale Nurseryman**  
**413 Turner Rd. Newport, R. I.**

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## BUY DIRECT FROM GOLD STAR XMAS TREE EXPORT CO.



Harvesting Headquarters: Antigonish, Nova Scotia —  
Sales Office: 43-45 Summer St., Somerville, Mass.

CHRISTMAS TREE PLANTATIONS IN VERMONT AND NOVA SCOTIA

300,000 Trees Under Cultivation  
Colorado Blue Spruce, Douglas Fir and Scotch Pine

### CANADIAN FIR BALSAM

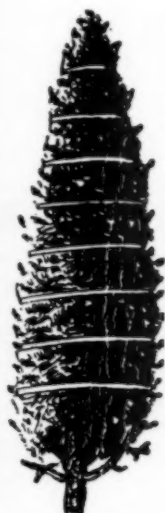
SHIPPING and GRADING YARDS: NOVA SCOTIA and QUEBEC

QUALITY PACK: 55-lb. bundles (475 per carload)  
5 to 11 ft. "SINGLE WRAPS" (1200 per carload).

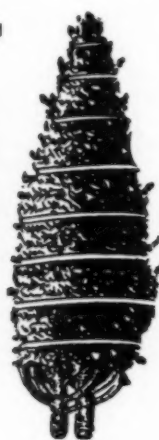
National Distribution to the NURSERY TRADE in Carload and Trailerload Lots Only.

GRADED UP TO A STANDARD  
NOT  
DOWN TO A PRICE!

Send for FREE color brochure and price lists.  
FREE advertising material and merchandising tips with every order.



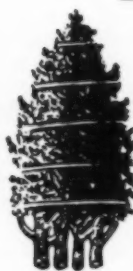
11 to 14 ft.  
1 in Each Bundle



9 to 11 ft.  
2 in Each Bundle



8 to 9 ft.  
3 in Each Bundle



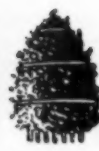
7 to 8 ft.  
4 in Each Bundle



6 to 7 ft.  
5 in Each Bundle



5 to 6 ft.  
6 in Each Bundle



3 to 5 ft.  
8 in Each Bundle

### HOLLY UNDER MIST

[Continued from page 36]

light and air moisture, and the air-water balance seems to be exact.

On the contrary, experimental work shows that as the soil surface volume increases, the success of rooting (all other things being equal) decreases in a definite ratio, so that when the test flats weigh 40 pounds (when there is an excess of about five quarts of water per flat unit) rooting becomes almost nil. As a further proof of this, it is frequently observed that when the stems have become devitalized because of such excess water, there will be an attempt at rooting at the soil surface plane where only slightly less water gives the cuttings some chance to survive. It may seem that this technique is too tedious, but I think it is justified. I use flats of azaleas as standards because I am always propagating some of them and can always use some extra ones. Just a flat of propagating material, properly calibrated, would be sufficient, but

### NURSERY SALES, INC.

P. O. Box 295, 525 Stevens Ave.

Ridgewood, N. J.

Phone: GI 4-6848

Affiliate of Peninsula Nurseries, Inc.  
Melfa, Va.

Landscape-size Evergreens, Azaleas,

Ornamental Trees and Plants

Specializing in heavy, quality,  
lining-out stock.

I do not like to see those square feet of valuable propagating space go to waste.

Why is the use of mist such an aid to better propagating practices? To begin with, the physiology of this important plant-perpetuating act must be outlined. To quote from a recent writer, "At the time the cut is made, the wound stimulus causes the secretion of fatty substances into cells immediately adjacent to the cut surface. Under proper conditions of aeration in the rooting medium,

### LINING-OUT STOCK

In Wide Assortment

Acer atropurpureum Bloodgood,  
Azaleas, Berberis, Cornus florida  
rubra, Evergreens, Ilex, Magnolias,  
Hybrid Rhododendrons, Taxus, in  
variety, etc., in 1, 2 and 3-yr. trans-  
plants at competitive prices. Write  
for list on business stationery.

### DEERFIELD NURSERIES

Deerfield, N. J.

these substances are oxidized and a suberin layer is formed over the cut surface. Immature tissues, as well as poor aeration in the rooting medium, may prevent the formation of this suberin layer. Consequently, a typical damping-off reaction may develop, caused by the ingress of fungi or bacteria into the basal portion of the cutting.

"Although it is quite difficult to generalize about the specific tissue involved in the initiation of the adventitious roots from stem cuttings,

**AMERICAN ARBORVITAE**

	Each
4 to 5 ft. ....	\$2.50
5 to 7 ft. ....	3.00
<i>Ilex bullata</i> , densely sheared	
18 to 21 ins. ....	2.50
21 to 24 ins. ....	3.00
2 to 2½ ft. ....	3.50

<i>Ilex crenata</i> , <i>I. fortunei</i> , <i>I. crenata</i> <i>microphylla</i>	
18 to 21 ins. ....	2.50
21 to 24 ins. ....	3.00
2 to 3 ft. ....	3.50

All of above plants are healthy and of good bright color.

**PIERIS JAPONICA**

The most beautiful broad-leaved evergreen of all. In summer the color of the foliage is always changing, first red, then pale green and then dark green. In August the flower buds form in graceful racemes for next spring's flowers. White Lily-of-the-Valley flowers appear with the first warm weather, and flowers often last 8 weeks. Grows well in sun or shade. Makes a nice contrast with Azaleas and Rhododendrons.

As far as we know, no nursery has ever had too much *Pieris japonica*. We had over 10,000 18 to 36-in. plants a few years ago, and today we are so oversold on it that we cannot maintain a stock of 1,000 12 to 15-in. plants. It sells on sight and transplants easily at almost any time of the year. It grows rapidly into salable sizes. Can be used in any kind of planting. Can be transplanted into beds now. Each plant carries a nice ball of soil.

4 to 6 ins., T. ....	\$15.00 per 100
6 to 8 ins., T. ....	20.00 per 100

**TAXUS TRANSPLANTS**

	Each
6 to 8 ins. ....	
<i>Cuspidata</i> .....	20c
<i>Media browni</i> .....	25c
<i>Media hicksii</i> .....	25c
8 to 10 ins. ....	35c

Nicely branched and a good root system.

Send for list of rare plants.

**ALANWOLD NURSERY**  
NESHAMINY, Bucks Co., PA.

**B & B TAXUS**

In variety including:  
**densiformis and browni**  
Heavy sheared, transplanted or root-pruned frequently.

**CRIMSON KING MAPLES**

Well-spaced, good heads, up to 2 to 2½-in. cal.

**PINK and WHITE DOGWOODS**

Up to 7 to 8 ft.

Write for price list. All stock certified for western shipment. We would enjoy having you visit us and look over our stock.

**CLINTON NURSERIES**

Clinton, Conn.

Phone: MONTROSE 9-8611

Wholesale Only

Choice Varieties of Lining-Out Stock  
Write for our latest price list.

**PALLACK BROS. NURSERIES, Inc.**  
Route 19, 31 mi. north of Pittsburgh, Pa.  
Phone: ZELLENOPLE 789  
R.F.D. 1 HARMONY, PA.

it is recognized that in softwood cuttings they originate in the pericycle or outer phloem regions. As the stem matures, this seat of adventitious root production moves inward through the phloem to the cambium."

Another writer has concluded from extensive investigation that from a nutritional standpoint, softwoods at midseason, at least, have accumulated carbohydrates at the nodes and the anatomical make-up of the stem is such that making the cut immediately below the leaf node is best. When root initials are present in a particular cutting type, they are usually distributed around the node.

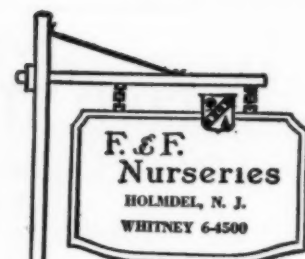
Other investigators have shown that the amount of leaf area allowed to remain on a cutting will, in part, determine the extent and amount of root production. From the cultural standpoint, the amount of foliage allowed to remain on a cutting has, in the past, been determined by environmental conditions, such as type of structure and methods of maintaining humidity under which the foliage is to be grown. Water loss and excessive wilting have been eliminated in the past by reducing the amount of leaf structure. With the advent of high-humidity propagation chambers and intermittent mist systems, this need not be done. The retention of a larger photosynthetic leaf area will not only reduce loss of benched cuttings, but may produce a more strongly rooted cutting in a shorter period of time.

**Factors for Technique**

Now one should consider the eight factors which determine the efficiency of any rooting technique, namely, ventilation, humidity, root formation stimulation, aeration, drainage, temperature of the air, temperature of the growth medium and light intensity. I should add a ninth, the use of a sterile technique, and a tenth, a high-humidity technique of handling cuttings from the time they are separated from the parent plant until they are taken over by the mist system after they are stuck.

I believe the equipment described here and used in my propagating utilizes the various components to the fullest extent. The turbulence houses make complete use of aeration, but they are so constructed as to prevent wind damage either from drying effect or wind drift of mist. The glasshouses and the polyethylene film house provide adaptability to change of season.

Humidity is not only provided in

**PLATANUS ACERIFOLIUM**

1¼ to 1½-in. cal.
1½ to 1¾-in. cal.
2 to 2¼-in. cal.
2¼ to 2½-in. cal.

**PYRACANTHA LALANDI**

5-qt. oil can, stacked.

	Each	Each
	Per 10	Per 100
18 to 24 ins. ....	\$1.50	\$1.25

**TAXUS CUSPIDATA**

Heavy rooted, sheared.

	Each	Each
	Per 10	Per 25
18 to 24 ins. ....	\$4.00	\$3.75
24 to 30 ins. ....	6.50	6.25

**AMERICAN ARBORVITAE**

Heavy, sheared

	Each	Each
	Per 10	Per 25
3 to 4 ft. ....	\$4.25	\$4.00
4 to 5 ft. ....	5.25	5.00

Many Other Landscape Items

**SUMMIT PARK NURSERY**  
New Hempstead Rd. Phone: EL 6-1206  
Spring Valley, N. Y.

**CANADIAN HEMLOCK BALSAM FIR**

	Per 100	Per 1000
2 to 4 ins., S. ....	\$ 2.00	\$ 10.00
3 to 6 ins., S. ....	3.00	17.00
6 to 9 ins., S. ....	5.00	30.00
9 to 12 ins., S. ....	9.00	70.00
12 to 18 ins., S. ....	12.00	100.00

Well-rooted, carefully collected seedlings. Puddled and packed in sphagnum moss. Cash with order.

Trade list on request.

**R. M. COLE**

Box 37 Charlotte, Vt.

**BOULEVARD NURSERIES**

Newport, R. I.

- Quality Nursery Stock
- Lining-Out Stock
- Root-Thru Plant Pots



**NOW READY FOR MAILING**  
**COMPLETE 50-PAGE WHOLESALE PRICE LIST**  
**FALL AND WINTER**  
**LINING-OUT and FINISHED STOCK**

Flowering Shrubs

Ornamental Trees

Shade Trees

Vines and Creepers

Nut Trees

Fruit Trees

Broad-Leaved Evergreens

Coniferous Evergreens

*Also*

Individually Root-Wrapped Shrubs and Trees

Container-Grown Plants

Landscape-Size Specimen Plants, Assorted

Special Row-Run Offer on Shrubs and Trees

**IF NOT ON OUR MAILING LIST WRITE FOR YOUR COPY.**

**FOREST NURSERY**  
**COMPANY, INC.**

**McMinnville, Tenn.**

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## 30 Named Varieties of **HYBRID RHODODENDRONS**

On own root — grown in full sun — well budded.  
Winter protection insures fine foliage.

## **HARDY AZALEAS**

Kurume—Gables—U. S. D. A.—Glenn Dale—Kaempferi.  
Compact, fully budded, heavy plants.

## **TAXUS**

500,000 plants in 10 varieties.  
Our grading starts with 8 to 10 ins., B&B, \$1.25  
a husky, compact plant.

## **KOSTER NURSERY**

**Bridgeton, N. J.**

*A Division of Seabrook Farms, Inc.*

proper quantity to maintain a turgid condition of the leaves that enables the retention of larger leaf areas and insures continuation of metabolism, but also it is supplied in such a manner that the proper air-water ratio is maintained in the rooting stimulators. Though one holds that rooting is improved by the use of mist alone, it must be conceded that stimulators are beneficial to this phase, for the two combined probably result in root formation before excessive callusing can occur. These are two distinct processes, and while they usually follow in sequence, excessive callus frequently prevents healthy root formation and, probably, root formation might even ideally take place without a callus formation. More research on the choice of what root stimulator to use by the determination of the carbohydrate (starch) content of the cuttings by some test will be welcome.

The matter of aeration has been stressed, and the method of determining the air-water ratio by weight-specified amounts of the propagating medium seems accurate.

### **Drainage**

Drainage surely has been provided by attention to bench construction and propagating medium. Here, the

## **ILEX CONVEXA**

One of the largest blocks of hardy, northern-grown ilex. Heavy, well-sheared plants with exceptionally good color. Prices are each per 100 (25 or more). Write for special quotation on large quantities.

18 to 24 ins.....	\$2.75
24 to 30 ins.....	3.50
30 to 36 ins.....	5.00
3 to 3½ ft.....	6.00
3½ to 4 ft.....	7.00

## **ANGELICA NURSERIES**

R. D. No. 1

Mohnton, Pa.

**TAXUS** In varieties,  
certified for western shipment.

## **BULK'S NURSERIES**

610 W. Montauk Hwy.

Babylon, N. Y.



## **CHRISTMAS TREES**

### **SELECTED**

No. 1 Scotch Pine  
5 to 8 ft.

Sheared Five Years  
Thousands Available  
Prices Reasonable

Loose or Individually Bundled  
Write for Price List

## **CARINO'S NURSERIES**

Indiana, Pa.

SEND IN  
SET OF



105

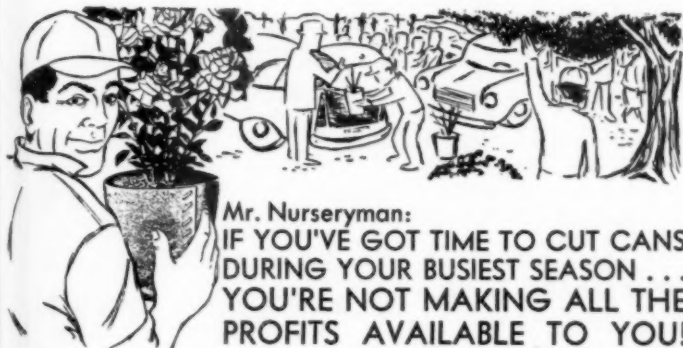
Millions and Millions of  
Pots Ago, As Now...

# The BIG NEWS in BIGGER PROFITS *Cloverset* POTS

More than 20 years ago, nurserymen were introduced to a new wrinkle in plant containers... the Cloverset Pot. It was a low-cost container that made cash-and-carry sales more profitable. It stimulated more sales, because it enabled the nurseryman to economically pot stock previously sold bare root and to present it for sale in a more attractive form—alive and growing, yet simple to set out.

A tremendous number of Cloverset pots have been

made and used in the last 20-odd years, over one hundred million, but they haven't changed a bit. Fact is, there's just no way to improve them. Same economical pot... same profitable cash-and-carry picture. If you've never tried them, order a sample set now. Cloverset Pots can't recover for you the profits you might have made if you'd started using them 20 years ago, but they'll certainly "beef up" your profit picture from now on!



Mr. Nurseryman:  
**IF YOU'VE GOT TIME TO CUT CANS  
DURING YOUR BUSIEST SEASON...  
YOU'RE NOT MAKING ALL THE  
PROFITS AVAILABLE TO YOU!**

During your peak seasons, customers descend in droves. Their buying interest is high. It's your chance to make extra sales by devoting your whole attention to selling. The time you spend in cutting off cans and rewrapping the soil ball is time spent at the expense of those extra sales. Use Cloverset Pots, the container you can afford to give away with the plant, and enjoy all your profit potential.

## HERE'S WHY CLOVERSET POTS ARE SUPERIOR TO ALL OTHERS...

- 1 Lasts a full year or more in the sales frame.
- 2 Contains roots safely within the soil ball; permits transplanting any time.
- 3 Has adequate bottom opening for good drainage without waterlogging; no gravel necessary.
- 4 Rests on wide bottom; no blowing over in the frames.
- 5 Available in sizes to accommodate stock of any salable size.
- 6 Is neat and uniform in appearance, an asset to the sales area.
- 7 Tough enough to permit easy handling in potting shed and frame.
- 8 Easy for customers to remove—at once, a week later or even a month after they take stock home.
- 9 Lightweight (but with all these qualities) to save on freight costs.
- 10 ... and sufficiently low priced so that it may be given away with the plant.

### SIZES FOR EVERY NEED:

roses, perennials, shrubs  
and young trees.

Size	Height	Top Diam.	Nearest Clay Pot	No. in Carton	WEIGHT Per 1000	F.O.B. Kansas City		Cloverset Pot Prices
						Per 100	Per 1000	
No. 0	5 1/2 ins.	5 ins.	6 ins.	200	210 lbs.	\$4.25	\$40.00	F.O.B. Kansas City.
No. 1	6 1/2 ins.	6 ins.	7 ins.	100	340 lbs.	5.25	50.00	
No. 2	8 1/2 ins.	7 ins.	8 ins.	100	535 lbs.	5.75	55.00	
No. 3	9 ins.	8 ins.	9 ins.	100	600 lbs.	6.25	60.00	
No. 4	13 ins.	12 ins.	....	25	Per 100 133 lbs.	25 pots, \$7.70; 50 pots, \$14.60; 75, \$21.75; 100, \$26.15; 1000, \$231.00.		

SEND IN THE HANDY COUPON FOR A SAMPLE SET OF CLOVERSET POTS



CLOVERSET FARM, DEPT. AN 109  
10550 Wornall Rd., Kansas City 14, Mo.

- ☐ I enclose 50c; please send me a sample set of Cloverset Pots (limit, one set).
- ☐ Please send me information on Cloverset Pots and Cloverset Rose and Garden Dust.

NAME .....

FIRM .....

ADDRESS .....

CITY..... ZONE.... STATE.....

10550 Wornall Rd., Kansas City 14, Mo.



## In Bud and Bloom for Spring Sales

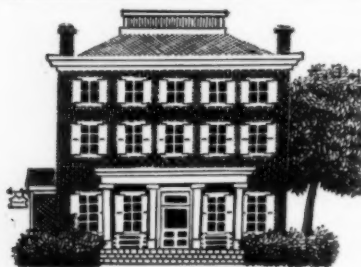


### THE TREE PEONY

Pot-grown plants available throughout the spring at \$3.25 each and up, for 2-year-old plants. Place your order early.

Ask for Wholesale Price List

**VANDER POL  
TREE PEONY GARDENS**  
Fairhaven, Mass.



Fine stock  
at minimum prices

Specializing in

Junipers, Biotas, Taxus,  
Broadleaves

See classified ad this issue.  
Write for complete price list.

South Jersey

**Colonial Nurseries, Inc.**

Wholesale

R.D. 1, Salem, N. J.

Salem 2356

#### QUALITY STOCK GROWN BY US

Roses, Azaleas, Evergreens, California Privet, Green Barberry, Red Barberry (fine strain).

Seedlings and transplants.

**DANEGGER'S HI-WAY NURSERY, INC.**  
P. O. Box 336 MILFORD, DEL.

use of mist enters little into the picture.

The temperature of the air, the temperature of the growth medium and the light intensity are well controlled by regulation of the mist, especially if the intervals of extrusion are well worked out and if full advantage is taken of a variable pressure to control air saturation. I find my mist system uses a working range of water pressure from 40 to 80 pounds, although a pressure many times this is available, if needed.

Factor 9—the use of sterile technique—has been fully described. I might add that I believe tobacco is a disease carrier. I have experienced the vicissitudes of the tobacco farmer from plant bed disease for several decades.

Factor 10—a high-humidity technique of handling cuttings from separation until misting—is simply an extension of the belief in constant humidity from the propagating house all the way back to the time when the cuttings are removed from the parent plant, and that should occur as early in the morning as possible, while the cuttings retain their maximum natural turgid condition.

I have propagated holly during every month of the year. For the past three years that being the time that I have had a complete setup, the over-all rooting average has been better than 95 per cent.

#### NEW MARYLAND ORDER

Recently passed by the Maryland state legislature and approved by the governor was a bill concerning the transportation of Christmas trees and evergreen shrubs in the state. Except in trucks and trailers licensed for and engaged in interstate commerce, any person who drives a vehicle upon a public highway for the transportation of five or more trees or 100 pounds or more of boughs of either narrow-leaved or broad-leaved evergreens is now required to carry a bill of sale for such trees or boughs signed by the owner or custodian of the lands where they were cut. Other data identifying the products and the seller are also required on the bill of sale.

This section of the law does not apply to the transportation of such products by the owner or custodian of the lands where they were cut. Penalties are provided for nonobservance of the law.

RECENTLY opened was the Frazer Nursery, 711 North University, Decatur, Ill., owned by Vernon Frazer.

## SUGAR MAPLE

for

**Streets—Parks—Forests**

**Long Life—Strength—Coloring**

Collected. Nursery-Grown.

Any quantity available.

1/2 to 12-in. cal.

Beech, Ash, Red Maple, Red Oak, Birch and Shadblow also available.

**R. H. ROGERS NURSERY**  
COOPERSTOWN, N. Y.

#### CANADIAN HEMLOCK and BALSAM FIR

**Northern-Grown**

		Per 1000	Per 1000
2 to 4 ins., S.	\$ 2.00	\$ 10.00	
3 to 6 ins., S.	3.00	17.50	
6 to 9 ins., S.	5.00	30.00	
9 to 12 ins., S.	9.00	70.00	
12 to 18 ins., S.	12.50	100.00	
18 to 24 ins., S.	30.00		

Freshly collected. Well rooted. Puddled and packed in sphagnum moss. Catalog of plants, ferns, evergreens on request.

**WILLIAM CROSBY HORSFORD**  
Charlotte, Vt.

#### CONTAINER-GROWN PLANTS FOR IMMEDIATE PICKUP

Many Assorted Shrubs and  
Evergreens

Write for list.

**VERKADE'S NURSERIES**  
P. O. Box 336  
New London, Conn.

#### BLOODGOOD NURSERIES

Dept. American Nursery Co.  
Established 1790

ANNOUNCES

the moving of their nursery operation from Commack, L. I., N. Y., to Doylestown, Pa.

Rt. 313, North of Crosskeys

Serving the Wholesale Trade

# BAIER LUSTGARTEN AZALEALAND NURSERIES

Northern-grown, hardy azaleas, well-budded, sheared, heavy stock, field-grown, excellent foliage, over 200,000 for fall and spring delivery. All B&B.

	Each		Each		Each
<b>Amoena</b>		<b>Maxwelli</b>		<b>Favorite</b>	
8 ins. ....	\$0.75	8 ins. ....	\$0.75	8 ins. ....	\$0.75
10 ins. ....	1.00	10 ins. ....	1.00	10 ins. ....	1.00
12 ins. ....	1.25	12 ins. ....	1.25	12 ins. ....	1.25
15 ins. ....	2.00	15 ins. ....	2.00	15 ins. ....	2.00
18 ins. ....	2.50	18 ins. ....	2.50	18 ins. ....	2.50
<b>Coral Bells</b>		<b>Louise Gable</b>		<b>Polaris</b>	
8 ins. ....	.75	8 ins. ....	1.00	8 ins. ....	.75
10 ins. ....	1.00	10 ins. ....	1.25	10 ins. ....	1.00
12 ins. ....	1.25	12 ins. ....	1.50	12 ins. ....	1.25
15 ins. ....	2.00	15 ins. ....	2.50	15 ins. ....	2.00
<b>Hinodegiri</b>		<b>Rose Bud</b>		<b>Beethoven</b>	
Our Hinos are very dark red.		8 ins. ....	1.00	8 ins. ....	.75
8 ins. ....	.75	10 ins. ....	1.25	10 ins. ....	1.00
10 ins. ....	1.00	12 ins. ....	1.50	12 ins. ....	1.25
12 ins. ....	1.25	15 ins. ....	2.50	15 ins. ....	2.00
15 ins. ....	2.00	18 ins. ....	3.50	18 ins. ....	2.50
18 ins. ....	2.50	24 ins. ....	6.50	20 ins. ....	3.50
20 ins. ....	3.50	<b>Rose Greely</b>		<b>Johann Strauss</b>	
24 ins. ....	5.00	8 ins. ....	1.00	8 ins. ....	.75
30 ins. ....	6.00	10 ins. ....	1.25	10 ins. ....	1.00
36 ins. ....	7.50	12 ins. ....	1.50	12 ins. ....	1.25
<b>Orange Beauty, Kurume</b>		15 ins. ....	2.50	15 ins. ....	2.00
8 ins. ....	.75	18 ins. ....	3.50	18 ins. ....	2.50
10 ins. ....	1.00	24 ins. ....	6.50	20 ins. ....	3.50
12 ins. ....	1.25	<b>Addy Wery</b>		<b>Lilacina</b>	
15 ins. ....	2.00	8 ins. ....	1.00	8 ins. ....	.75
18 ins. ....	2.50	10 ins. ....	1.25	10 ins. ....	1.00
<b>Hino-Crimson</b>		12 ins. ....	1.50	12 ins. ....	1.25
8 ins. ....	.75	15 ins. ....	2.50	15 ins. ....	2.00
10 ins. ....	1.00	18 ins. ....	3.50	18 ins. ....	2.50
12 ins. ....	1.25	<b>Apple Blossom, Kurume</b>		20 ins. ....	3.50
15 ins. ....	2.00	8 ins. ....	.75	24 ins. ....	5.00
18 ins. ....	2.50	10 ins. ....	1.00	<b>Kaempferi</b>	
<b>Snow</b>		12 ins. ....	1.25	Hardest of all azaleas; sheared,	
8 ins. ....	.75	15 ins. ....	2.00	well-budded, heavy.	
10 ins. ....	1.00	18 ins. ....	2.50	<b>Othello, Salmon Beauty, Fedora and</b>	
12 ins. ....	1.25	20 ins. ....	3.50	<b>Carmen</b>	
15 ins. ....	2.00	24 ins. ....	5.00	8 ins. ....	.75
<b>Ledifolia Alba</b>		<b>Daybreak, Kurume</b>		10 ins. ....	1.00
8 ins. ....	.75	8 ins. ....	.75	12 ins. ....	1.25
10 ins. ....	1.00	10 ins. ....	1.00	15 ins. ....	2.00
12 ins. ....	1.25	12 ins. ....	1.25	18 ins. ....	2.50
15 ins. ....	2.00	15 ins. ....	2.00	20 ins. ....	3.50
18 ins. ....	2.50	18 ins. ....	2.50	24 ins. ....	5.00
20 ins. ....	3.50	20 ins. ....	3.50	30 ins. ....	6.00
24 ins. ....	5.00			36 ins. ....	7.50

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WRITE FOR CATALOG

# THIS BUSINESS OF OURS

*Reflections on the Problems of Nurserymen*

*By E. Sam Hemming*

## NURSERYMEN'S FUTURE

Nurserymen, in contemplating the future of their industry, should be supremely confident. It takes little effort to think of businesses and industries that became completely outmoded and were replaced even in one short lifetime. Nor is it difficult to predict which other products and industries will diminish greatly in importance. But these misfortunes should not apply to the nursery industry. Even in the far future, in which living may be entirely different from what it is today, there will be no decline in the need for nursery products.

In fact, it will probably be just the opposite. Every tendency and inclination points toward greater interest and use of plants and landscaping in the foreseeable future. One of the greatest phenomena since the last war is the vast movement of population of the cities to the suburbs, where single homes are built on large lots. The phenomenon of suburban or country living, with easy transportation, more leisure and greater wealth, points especially to a greater use of plants and gardening.

## Causes Urban Problems

This move to the suburbs has in turn created tremendous problems in cities, where run-down and neglected areas are turning into slums, reducing land values and creating tax problems. To stop the gradual decay of the cities, city planners had to organize urban renewal commissions and plan redevelopment projects in which the nursery industry plays an important part. Trees are planted along city streets in even the most congested districts, sometimes at a cost of \$1,000 per tree. In the heart of a few cities streets a few blocks long have been turned into shopping malls landscaped with trees and open only to pedestrians. More large cities are planning cities within the city based on this idea of excluding the automobile, thus having large office buildings in park-like areas. Charles center, at Baltimore, Md., is one example.

Because the move to the suburbs has been so detrimental to parts of cities, particularly the old row-house sections, the problem has been at-

tacked in two ways. For some time the whole areas were razed of old buildings, new apartment houses were built and the areas were landscaped. But in certain sections of some cities old areas had their own charm and beauty, and efforts have been made to rehabilitate these areas by modernizing and repairing the old houses. The streets are again planted with trees; the inner courts are landscaped, and vacant lots, either existing or created by the removal of one building, are made into small parks. This is proving a good solution to a problem confronting a considerable proportion of the population, who prefer the many obvious advantages of living in the city.

## Wealthy Customers

Old-timers often bemoan the passing of the great estates of the first part of this century and the effect it has had on the nursery business.

Actually, their passing has had little effect on this business except to improve and diversify it. Probably there are more wealthy persons than there were before. The differences lie in the attitude toward wealth, in ways of living and in tax laws. The last-named do not have so great an effect as one might suppose.

## Smaller Estates

Wealthy people are, of course, still good customers, although many do not live on estates any more. Outside New York these people, who are sometimes referred to as "ex-urbanites," live either on lakes, along the ocean shore or in the hills on a few well-landscaped acres. In New England they generally live on an attractive farm, while in the west the farm is replaced by the ranch. Most of these people have help, often unskilled and usually less than they could actually afford. The "trained" gardener of today's estate is most likely the owner himself or perhaps his wife, both of whom are often highly skilled.

It does not take much imagination to realize that whether people will live in the country or in the city, whether they are rich or poor, nurserymen's products and services will always be much in demand.

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Red Bank, N. J.

## WISCONSIN MEETING

[Concluded from page 8]

stock and allied products. Mr. Whelan felt that potted stock is beginning to sell better. He also pointed out that garden store personnel should be more aggressive, even to the point of arranging personal interviews with prospective customers in their homes. Mr. Whelan stated that from June 1 to April 1, garden store personnel should spend considerable time in interviewing prospects, and after April 1 they should be in the garden store selling these people and having the customers come to them. Mr. Whelan felt that every order should have a down payment.

At the conclusion of Mr. Whelan's interesting discussion, the Jens served a tasty lunch.

After lunch, demonstrations of various types of machinery, from small cultivators on up to several new designs in tractors, were made by various equipment dealers. Considerable interest was shown, and attendance held up well until late in the afternoon.

SELLING their nursery are Mr. and Mrs. Orlin Pool, Pool Landscape Nursery, Coffeyville, Kan.

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## Bedded Plants

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Own-root named varieties grown in full sun. All colors. Extra-heavy, well-branched, 12 to 15-in. to 21 to 24-in. sizes pictured here.

Photographed August 1, 1959, Maryland farm.

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Spaced 42x32 ins.

Own-root named varieties grown in full sun. All colors. Extra-heavy, well-branched plants to 4 to 5-ft. specimens available. 21 to 24-in. and 24 to 30-in. sizes pictured here.

Photographed August 1, 1959, Maryland farm.



Acres of rhododendron—ready to dig! Liners to 5 ft., heavy specimens. Named varieties—all colors—finest quality—lowest prices. Come, see them. Order early; there's never enough to meet the demand.

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	Each 10 rate	Each 100 rate
15 to 18 ins., B&B.....	\$3.50	\$3.00
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2 to 2½ ft., B&B.....	7.00	6.50
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5-yr., TT., 6 to 8 ins.....	\$ 40.00	\$350.00
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2 to 2½ ft., B&B specimens.....	525.00	.....
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★ A decorative, bushy evergreen which stands erect without support or shearing. Grows 4 to 5 ft. tall with full, compact spread of about 2½ ft. from one central stem. Beautifully clustered with bright orange berries coloring in late fall to contrast with its dark, glossy green leaves.

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## COVER ILLUSTRATION

### Acer Platanoides Globosum

The Norway maple is native in Europe from Norway southward, and, because it has been known and grown for so long, many varieties have been discovered. The globe maple has been growing in the Arnold Arboretum since 1888, when it was obtained from the Spaeth Nurseries, in Germany. It was from this old tree that many scions were taken and distributed widely throughout the country.

This globe form of the Norway maple is an excellent, dense, round-headed tree, well adapted to growing on small properties or under high electric wires. The 40-year-old plant illustrated is 15 feet tall and 20 feet across, and does not produce a main trunk above the graft union.

It is advisable to graft this clone high on the understock, since another plant in the collection, not so grafted, grows more or less as a low-branching shrub without the benefit of a main tree trunk. As a shrub it has little value, but as a dense, round-headed small tree, there are many places where it can prove a valuable specimen for shade, screening purposes and ornament.

The globe Norway has all the good points of maples in general. It has no serious disease unknown to other maples. The autumn color is a bright yellow. As most plantmen know, there are other forms of the Norway maple coming to attention now, but this one has been growing in America for over a half century. Because larger trees have been so much desired in the past, this one, like so many of the small Oriental maples, has been largely overlooked by commercial propagators.

However, there are specimens of it in the larger arboretums, and undoubtedly it has been used somewhat in commercial quantities for street tree planting when it has been available. Tall, narrow forms of the Norway maple are also proving popular, but this form certainly has its place in areas where height is not desirable.

Donald Wyman.

[Cover photograph supplied by Arnold Arboretum.]

LANDSCAPE design will be among the services supplied by the Williamson Landscape Supply, Inc., soon to be opened at 1046 Redwood highway, Alta, Calif. Principals in the firm are Jack Williamson, Helen Newbauer and Lief Brerre.

# The UNION Line

Union has spent years developing plastic products to meet the needs of the grower. Today, there are more than 100 items in the Union Line especially for growers.

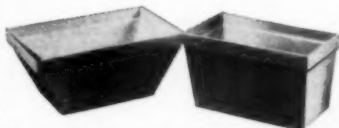
Much of the line has been developed because grow-

ers have said there were things Union could make that would help. This sort of concern for growers' needs has helped make Union a leading supplier for the industry!

The Union Line has a place in your picture, too!



Wish you were an octopus when you have to handle small potted plants? Union Greenhouse Racks make it easier! Up to 14 plants at a time!



Two sensible plastic Planters priced right for the grower. Gay plastic colors add extra sales appeal. You grow in 'em... sell in 'em!



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The most complete line of plastic Flower Pots in America! Utility or Standard colors - they're winners! 1 1/4" to 10" sizes!



Union makes plastic pots for every growing need. African Violet Tubs ... Azalea Pots - with the same high quality for which Union is famous!



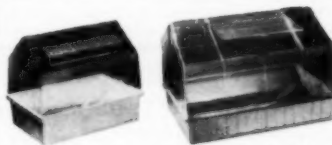
Bulb Pans that weigh less than one-tenth as much as some other materials. They cost less to handle - less to ship - less for breakage!



Plastic Saucers to fit all sizes from the 2" to the 10" sizes. Colors to match in the Standard Line, too! If it's saucers you want - ask Union!



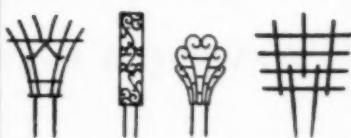
Three Pot Racks to delight the lady of the house! Ideal for cacti, all small plants and vines. See them in the new Union Catalog for 1959!



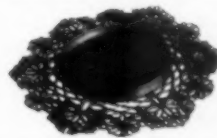
Miniature Greenhouses that add a novel touch to the indoor garden. Two sizes - assorted color bottoms with clear plastic tops.



Brand new this year are these three Plastic Urns with attractive brass-plated legs. Three sizes. Equally suitable for modern or period homes.



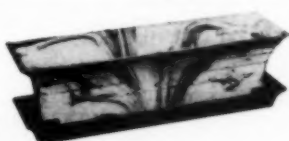
Plastic Trellises have been staples in the Union Line for years. Now there are 10 attractive styles and sizes to choose from!



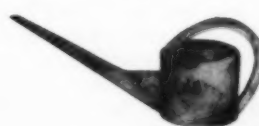
Lovely as old lace, these new soft plastic Filigree Saucers are catching on. Won't mar fine woodwork, yet supply ample moisture to plant.



Wrought Iron Plant Stands available in several sizes. Ideal for ferns or other large plants. Several sizes to hold 8" or 10" plastic Pots.



Gracefully styled Sta-Moist Planters are made in Union's new decorator color combinations. Special well in bottom helps irrigate plants.



Now... a new plastic Watering Can with long, dripless spout. Easy to reach under foliage in watering the plants. Holds three pints.

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# EVERGREEN SEEDLINGS *Fall, 1959—Spring, 1960*

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Write for special prices on large quantity lots.

	Per 100	Per 1000		Per 100	Per 1000
<b>Scotch Pine</b>			<b>Douglas Fir</b>		
2-yr., 2 to 4 ins. ....	\$ 2.00	\$10.00	3-yr., 1 to 3 ins. ....	\$ 3.00	\$ 15.00
4 to 8 ins. ....	4.00	20.00	3 to 8 ins. ....	7.00	35.00
3-yr., 8 to 14 ins. ....	4.00	20.00	4-yr., 5 to 10 ins. ....	9.00	45.00
10 to 18 ins. ....	5.50	28.00	4-yr., 8 to 13 ins. ....	15.00	....
4-yr., 12 to 22 ins. ....	7.50	37.50	(2-2), 3 to 7 ins. ....	10.00	50.00
<b>French Scotch Pine</b>			<b>Concolor Fir</b>		
2-yr., 1 to 3 ins. ....	2.00	10.00	2-yr., 2 to 4 ins. ....	3.00	15.00
3 to 6 ins. ....	4.50	22.50	3-yr., 4 to 8 ins. ....	11.00	55.00
3-yr., 7 to 15 ins. ....	7.00	35.00	<b>Balsam Fir</b>		
(2-2), 5 to 8 ins. ....	8.00	40.00	2-yr., 1 to 3 ins. ....	3.00	15.00
7 to 12 ins. ....	15.00	75.00	3-yr., 2 to 4 ins. ....	6.00	30.00
<b>Spanish Scotch Pine</b>			(2-2), 3 to 5 ins. ....	12.50	....
2-yr., 1 to 3 ins. ....	2.00	10.00	<b>White Spruce</b>		
3 to 6 ins. ....	4.50	22.50	3-yr., 2 to 4 ins. ....	2.50	12.50
3-yr., 6 to 12 ins. ....	7.00	35.00	4 to 8 ins. ....	5.00	25.00
<b>Riga Scotch Pine</b>			(2-3), 4 to 8 ins. ....	10.00	50.00
2-yr., 2 to 4 ins. ....	2.00	10.00	8 to 15 ins. ....	15.00	75.00
4 to 8 ins. ....	4.00	20.00	15 to 20 ins. ....	30.00	150.00
3-yr., 8 to 15 ins. ....	4.00	20.00	<b>Black Hill White Spruce</b>		
<b>Austrian Pine</b>			3-yr., 1 to 3 ins. ....	2.50	12.50
2-yr., 1 to 3 ins. ....	2.00	10.00	3 to 6 ins. ....	5.00	25.00
3 to 5 ins. ....	4.00	20.00	<b>Colorado Blue Spruce</b>		
3-yr., 8 to 15 ins. ....	6.00	30.00	2-yr., 2 to 4 ins. ....	2.50	12.50
<b>Red Pine</b>			4 to 8 ins. ....	7.00	35.00
2-yr., 2 to 4 ins. ....	3.00	15.00	4-yr., 6 to 12 ins. ....	10.00	50.00
3-yr., 5 to 10 ins. ....	5.00	25.00	10 to 16 ins. ....	17.00	85.00
<b>White Pine</b>			(3-1), 3 to 6 ins. ....	8.00	40.00
2-yr., 1 to 2 ins. ....	2.00	10.00	6 to 10 ins. ....	17.00	85.00
2 to 4 ins. ....	3.00	15.00	8 to 12 ins. ....	25.00	....
<b>Mugho Pine</b>			(2-3), 4 to 8 ins. ....	15.00	75.00
3-yr., 1 to 3 ins. ....	7.00	35.00	8 to 12 ins. ....	30.00	150.00
4-yr., 4 to 7 ins. ....	9.00	45.00	12 to 15 ins. ....	50.00	....
(2-2), 4 to 8 ins., 25c each			<b>Engelmann Spruce</b>		
(2-3), 8 to 12 ins., 75c each			2-yr., 1 to 3 ins. ....	2.50	12.50
<b>Ponderosa Pine</b>			3 to 6 ins. ....	4.50	22.50
2-yr., 2 to 4 ins. ....	2.00	10.00	<b>Norway Spruce</b>		
4 to 8 ins. ....	4.00	20.00	2-yr., 2 to 4 ins. ....	2.00	10.00
3-yr., 6 to 12 ins. ....	5.00	25.00	4 to 8 ins. ....	4.00	20.00
<b>American Arborvitae</b>			3-yr., 5 to 10 ins. ....	6.00	30.00
3-yr., 2 to 5 ins. ....	4.00	20.00	8 to 14 ins. ....	8.00	40.00
5 to 10 ins. ....	6.00	30.00	(2-2), 3 to 6 ins. ....	8.00	40.00
			6 to 12 ins. ....	13.00	65.00
			10 to 15 ins. ....	25.00	....

Orders must be accompanied by a 25% down payment. 5% discount on orders of 25,000. Send want list for special discounts on larger orders.  
Write now or phone: Elderton, Pa. 4-2461.  
SCOTCH PINE Christmas trees available by carload lots. Inquiries invited.

### NURSERY WINS HONORS

Corliss Bros., Inc., with nurseries at Ipswich and Gloucester, Mass., won three ribbons at the annual Topsfield fair flower show—a first prize, a special prize and the Massachusetts state department of agriculture blue ribbon for a contemporary courtyard scene. A bluestone step entrance was on two sides, while a redwood wall with a top planting formed the background, and low planter boxes of the same material accented ends of the wall, the center and the front of the planting. Kip Corliss and Leo Gallant, of the Ipswich nursery, put in many hours to achieve the scene.

In the center of the courtyard, a wrought-iron lamppost centered a planter box, entwined with English ivy and faced with yellow lantana and variegated vinca. The background at the top of the wall held a Korean dogwood, flanked on both sides with yellow lantana; Silver King juniper; the flowering plum, Thundercloud, and upright Japanese yew. In a low redwood planter box under the yews, white chrysanthemums were planted, while orange lantana followed the base of the wall its entire length. The front planter contained a bittersweet tree, with fall foliage.

### JAPANESE RED BARBERRY

	Per 100	Per 1000	Per 5000
2-yr., S., 6 to 9 ins. ....	\$ 6.00	\$ 50.00	\$200.00
2-yr., S., 9 to 12 ins. ....	8.00	70.00	300.00
2-yr., S., 12 to 18 ins. ....	10.00	90.00	400.00
2-yr., S., 18 to 24 ins. ....	15.00	125.00	575.00
3-yr., T., lightweight, 12 to 18 ins. ....	20.00	175.00	....
4-yr., T., heavy, 15 to 18 ins. ....	30.00	275.00	....
4-yr., T., heavy, 18 to 24 ins. ....	35.00	325.00	....
4-yr., T., heavy, 2 to 2½ ft. ....	37.50	350.00	....

### FAIRVIEW EVERGREEN NURSERIES

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### VIBURNUM RHYTIDOPHYLLUM

(Leather-Leaved Evergreen Viburnum)

Extra-heavy, stocky plants furnished with good balls of earth. Prices: Each per 100 (25 or more). Write for special quotations on large quantities.

15 to 18 ins. ....	\$1.50
18 to 24 ins. ....	2.00
24 to 30 ins. ....	2.50
30 to 36 ins. ....	3.25
3 to 3½ ft. ....	4.00
3½ to 4 ft. ....	5.00

### ANGELICA NURSERIES

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Roses — Shrubs — Fruit Trees — Ornamentals — Vines — Hedge

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# NORTH ALABAMA GROWN LINERS

	Per 100	Per 1000
<i>Juniperus chinensis mascula</i> , 2½-in pots.....	\$27.50	\$250.00
* <i>Juniperus chinensis pfitzeriana</i> , 2-yr., f.g., 6 to 12 ins.....	25.00	200.00
<i>Juniperus chinensis pfitzeriana</i> , 3-yr., X, f.g., 12 to 15 ins.....	40.00	350.00
* <i>Juniperus communis hibernica</i> , 2-yr., f.g., 8 to 12 ins.....	17.50	150.00
<i>Juniperus glauca hetzi</i> , 1-yr., f.g., 6 to 12 ins.....	12.00	100.00
* 2-yr., f.g., 8 to 12 ins.....	17.50	150.00
3-yr., X, f.g., 12 to 15 ins.....	40.00	350.00
<i>Juniperus horizontalis plumosa</i> , 1-yr., f.g., 6 to 12 ins.....	12.00	100.00
<i>Juniperus horizontalis plumosa</i> , 3-yr., X, f.g., 12 to 15 ins.....	35.00	300.00
<i>Juniperus pfitzeriana compacta</i> (Nick's), 1-yr., f.g., 6 to 12 ins.....	17.50	150.00
* <i>Juniperus pfitzeriana compacta</i> (Nick's), 2-yr., f.g., 8 to 12 ins.....	30.00	250.00
<i>Juniperus sabina vonehron</i> , 1-yr., f.g., 6 to 12 ins.....	15.00	120.00
* <i>Juniperus virginialis</i> , 2-yr., f.g., 8 to 12 ins.....	20.00	175.00
<i>Berberis julianae</i> , 2¼-in. pots.....	20.00	175.00
<i>Euonymus Newport</i> , big-leaved, 2-yr., XX, f.g., 8 to 12 ins.....	17.50	150.00
<i>Euonymus Newport</i> , little-leaved, 2-yr., XX, f.g., 8 to 12 ins.....	17.50	150.00
<i>Euonymus patens</i> , 2-yr., XX, f.g., 8 to 12 ins.....	17.50	150.00
<i>Hypericum hidcote</i> , 2¼-in. pots.....	15.00	125.00
<i>Ilex burfordi</i> , 2¼-in. pots.....	17.50	150.00
<i>Ilex convexa</i> , 2¼-in. pots.....	17.50	150.00
<i>Ilex glabra</i> , 2¼-in. pots.....	17.50	150.00
<i>Ilex helleri</i> , 2¼-in. pots.....	17.50	150.00
<i>Ilex hetzi</i> , 2¼-in. pots.....	17.50	150.00
<i>Ilex rotundifolia</i> , 2¼-in. pots.....	17.50	150.00
<i>Jasminum floridum</i> , 2-yr., XX, f.g., 12 to 18 ins.....	20.00	175.00
<i>Jasminum nudiflorum</i> , 2-yr., XX, f.g., 12 to 18 ins.....	20.00	175.00
<i>Laurocerasus schipkaensis</i> , 2½-in. pots.....	25.00	200.00
<i>Nandina domestica</i> , 2-yr., XX, f.g., 8 to 12 ins.....	17.50	150.00
<i>Nandina domestica</i> , 2-yr., XX, f.g., 12 to 15 ins.....	27.50	250.00
<i>Thuja orientalis aurea nana</i> , 2¼-in. pots.....	17.50	150.00
<i>Thuja occidentalis woodwardi</i> , 2¼-in. pots.....	17.50	150.00

\* Root-pruned

x Once transplanted

xx Twice transplanted

Rates: 25 plants at 100 rate;  
500 at the 1000 rate

Transportation: Customers should advise how shipment of order should be made, whether by railway express or truck lines.

Terms: No packing charges for cash with order.

## ATHENS NURSERY CO.

Athens, Ala.

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**AVAILABLE IN RED,  
YELLOW, ORANGE, WHITE,  
BLUE, GREEN AND WINE**

**IT IS SO EASY TO HANDLE!  
SO INEXPENSIVE TO BUY!  
SO SAFE FOR YOUR PLANTS!**

- Use different colors to identify different sizes of plants or varieties in your shipping or selections of trees in the fields.
- Each roll is easy to carry. There are no wires to cut into your plants. These rolls are so easy to store—with no bulky wires to untangle, etc.

**ORDER A CASE TODAY! YOU WILL BE PLEASED YOU DID!**

We, the CHARLES FIORE NURSERIES, INC., have used these rolls for several years to our 100 per cent satisfaction. We guarantee that you too will be satisfied with the results.

Prices as follows:

	Per Roll	Per Case
Less than 12 rolls .....	<b>\$0.95</b>	.....
12 rolls, assorted colors .....	.85	<b>\$10.20</b>
Case lots of 12 rolls per case in single color .....	.75	9.00

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And,  
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ANNOUNCING AN ENTIRELY NEW AND BETTER BLUE GRASS

# FERRY-MORSE NEWPORT-<sup>\*</sup>C1

Fifteen years went into the development of Ferry-Morse Newport Kentucky Blue Grass-<sup>\*</sup>C1. Now, at last, Ferry-Morse can introduce it to the public!

It's the new, denser, tougher, *rust resistant* blue grass strain . . . better by far than any other! New Ferry-Morse Newport Kentucky Blue Grass-<sup>\*</sup>C1 is darker green and more luxurious than any other kind of blue grass; it's hardy, tough . . . stays green longer in the fall, takes summer heat and drought, is unharmed by the coldest winter!

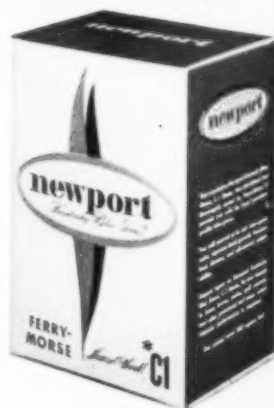
And, because it develops millions of underground stems, Newport takes heavy wear and tear with no extra care—makes the most luxurious turf ever!

## ACROSS-THE-NATION PROMOTION SELLS NEWPORT!

**Magazines and newspapers sell Newport—** Full-color ads tell the dramatic Newport story this year . . . build a market for you now!

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**You can sell Newport—** take advantage of the biggest turf care discovery in years . . . profit from the premium price of new F-M Newport Kentucky Blue Grass-<sup>\*</sup>C1! Order it now!



119-0



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Exposition Park, Golden Gate Park, Professional, Suburbanite, Western Home . . . these names have made Ferry-Morse famous for lawn seed. Write today! Ferry-Morse Seed Co., Detroit, Michigan, or Mountain View, California.

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DETROIT, MICHIGAN • MOUNTAIN VIEW, CALIF.



**NEW! ALL-AMERICA MEDAL WINNING ALYSSUM, PINK HEATHER**—Blossoms into a soft heather-pink—striking a deeper shade in cooler weather and ranging to delicate tints during the midsummer. Compact plants average 6" high with profuse blooms continuing into fall.



**GERBERA, GIANT FLORIST STRAIN**—An improved florist strain that is outstanding for vigor, size, and color. Large, duplex blooms on straight, stout stems are sturdy and longer lasting. Available as a mixture of shades of salmon, cream, buff, rose, scarlet, pink and cerise.



**ZINNIA, NEW CENTURY MIXED—WORLD'S BIGGEST**—Huge double blossoms in luminous shades of pink, rose, salmon, yellow, orange and gold measure 6" and more in diameter under normal growing conditions—the largest zinnia flowers in existence. Plants are sturdy and erect.



**PANSY, ARCADIA MIXED**—Plants ranging 6" to 7" high produce flowers 3" to 3½" in diameter which are held upright. Mixture contains a wide spectrum of brilliant hues of bronze, ruby, violet, burgundy, blue, yellow, and pastels. Gives winter blooms where winters are mild.

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All four are **FERRY-MORSE** originator's strains! These four commercial favorites, all exclusive Ferry-Morse developments, are good examples of how Ferry-Morse leads the way in flower research. Every F-M flower variety is a dependable, proven performer for the commercial grower, the florist, or the home gardener.

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### HOUSTON ELECTION

Members of the Houston Landscape Nurserymen's Association, Houston, Tex., elected officers for the coming year as follows: President, Erwin Richker, Rice Blvd. Nursery, Houston; vice-president, George Beck, Beck's Nursery, Liberty; treasurer, Ross Hart, Sears, Roebuck & Co., Houston; secretary, A. R. Creagh, Seaside Nurseries, La Marque, and directors, Lea Underwood, Lea's Nursery, Baytown; John Mackey, Weingarten Green Thumb Nurseries, Houston; Sam Walker, Walker Nursery, Houston, and Tom Condon, Condon Gardens, Houston.

At the election meeting, Frank S. Cornelius, Jr., a past president of the association, presented Mrs. Edward Teas with a plaque honoring her husband for his services as president during 1958-59. Mr. Teas is an executive of the Teas Nursery Co., Bellaire.

### 1960 FLORIADE

The United States will present its horticultural accomplishments to the world abroad for the first time when this nation participates in the 1960 Floriade at Rotterdam, the Netherlands. The Floriade will be open from March 25 through September 25, 1960, during which time an estimated 5,000,000 visitors are expected to see the competing exhibits of many nations.

The United States exhibit, which will depict horticulture in the American way of life, stressing particularly

### BERBERIS JULIANAE

Northern-grown, stocky plants; generously graded with good ball of earth. Prices are each per 100 (25 or more). Write for special quotation on large quantities.

12 to 15 ins.	\$1.25
15 to 18 ins.	1.75
18 to 24 ins.	2.40
24 to 30 ins.	2.75
30 to 36 ins.	3.75
36 to 42 ins.	4.75

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EVERGREENS  
SHADE TREES

SHRUBS, VINES  
HEDGE PLANTS, etc.

In good assortment.

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Bushy, heavy, quality stock.

12 to 16 ins., XX, \$75.00 per 100;

\$700.00 per 1000

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Ornamental Transplants, Potted Liners and Evergreen Seedlings. Special prices quoted on overstocked items.

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- Pines • Firs • Spruce • Hemlock
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60 acres growing. Skanateles, N. Y.

### WINTER HARDY AZALEAS AND RHODODENDRONS

By Dr. Clement G. Bowers

A guide for the culture of the hardiest kinds of azaleas and rhododendrons. Instructions on best soil, how to plant and the maintenance of these plants in the colder states. 120 p. (1954)...\$3.00

**AMERICAN NURSERYMAN**  
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# SUMMERSHADE MAPLE



**SUMMERSHADE MAPLE**  
(Plant Patent No. 1748)

(Plant Patent No. 1748)

The new, rapid-growing, heat-resistant, upright Norway Maple developed at Princeton Nurseries. For over a decade we have been working with Norway Maples to produce a variety especially adapted to adverse hot-weather areas. This new Summer Shade Maple is the most outstanding Norway Maple we have ever seen.

The very dark green foliage is large, leathery and resists wind burn and insect injury. The tree grows much more rapidly, is a self-branching type and quickly forms a shapely upright head with the leader maintained to the top.

Its superb growth rate, form and foliage will make money for you.

	Unit Price in Quantities		
	1 to 9	10 to 49	50 to 249
2 years or more, branched			
6 to 8 ft. ....	\$ 4.60	\$ 4.05	\$ 3.25
8 to 10 ft., 1 to 1 1/4-in. cal. ....	6.75	5.50	4.50
9 to 11 ft., 1 1/4 to 1 1/2-in. cal. ....	10.00	8.00	6.50
10 to 12 ft., 1 1/2 to 1 3/4-in. cal. ....	12.00	10.25	8.15
11 to 13 ft., 1 3/4 to 2-in. cal. ....	16.00	13.00	10.50

## PRINCETON NURSERIES

"America's Finest Tree Nursery"  
Princeton, N. J.

the middle-income home, is intended to demonstrate to the world the maturity and advanced development of American horticulture in application as well as in theory; in the home as well as in industry. A typical American garden center will be reproduced. Commercial exhibits will be properly uniform in design and will be kept distinctly apart from, yet supplementing, the home theme.

American plant societies and horticultural and gardening organizations will show their contributions to horticulture, and some of the nation's leading laboratories will demonstrate the advances of horticulture in the United States. Both edible and ornamental horticulture will be displayed.

The exhibition will be planned, executed and operated by the American Horticultural Council, in co-operation with the foreign agricultural service of the United States Department of Agriculture.

Director general of the entire project is Carl F. Wedell, former dean of the college of the State University Agricultural and Technical Institute at Farmingdale, N. Y., and past president of both the American Horticultural Council and the American Association of Botanical Gardens and Arboretums.

### NURSERY STOCK

Per 100 Per 1000

<b>Red-leaved Barberry</b>		
2-yr., S., 9 to 12 ins.	\$ 6.50	\$50.00
2-yr., S., 12 to 18 ins.	10.00	75.00
Row run, 9 to 18 ins.	7.50	60.00
<b>Cornus florida (White Dogwood)</b>		
1-yr., S., budding size	6.00	50.00
1-yr., S., below budding size	4.50	35.00

Ask for list.

### BROUWER'S NURSERIES

Box 25 New London, Conn.

### LINING-OUT STOCK

Seedlings, Rooted Cuttings and Transplants

Write for list.

**LEGHORN'S EVERGREEN NURSERY CO., INC.**  
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Splendid stock.

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Propagators and Growers of  
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### QUALITY NURSERY STOCK IN LANDSCAPE SIZES

**SHADE TREES:** Maple — Norway, Scarlet and Sugar, Niobe Weeping Willow and Pin Oak. Sizes on most shade trees are in the 2 to 5-in. cal. size.

**EVERGREENS:** Austrian Pine, up to 6 ft. Hetz Juniper, 18 to 24 ins. and 2 to 2 1/2 ft.

Write for Price List.

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### IF YOU'RE LOOKING FOR QUALITY EVERGREEN SEEDLINGS OR CUT CHRISTMAS TREES

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**SCHROTH'S NURSERY**  
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Pines, Spruces, Firs, Hemlocks, etc.  
Write for new price list.

**PINE GROVE NURSERY**  
R. D. No. 3 Clearfield, Pa.

# SHADEMASTER LOCUST

(Plant Patent No. 1515)

This now famous tree is the result of many years of painstaking research, in which we were successful in eliminating all of the faults common in ordinary Honey Locusts.

Shademaster Locust is a rapid-growing tree with straight trunk, ascending branches and heavy dark green foliage. It is drought-resistant, deep-rooting and does not heave sidewalks. It transplants easily and no leaf raking is necessary in the fall.

Nurserymen, arborists and park superintendents agree that it is America's outstanding, upright Thornless Honey Locust.

Unit Price in Quantities  
1 to 9 10 to 49 50 to 249

## 2 years or more, branched

6 to 8 ft. ....	\$ 6.00	\$ 5.00	\$ 4.00
8 to 10 ft., 1 to 1 1/4-in. cal. ....	8.50	7.00	5.50
9 to 11 ft., 1 1/4 to 1 1/2-in. cal. ...	11.20	9.50	7.50
10 to 12 ft., 1 1/2 to 1 3/4-in. cal. ...	13.50	11.00	9.00
11 to 13 ft., 1 3/4 to 2-in. cal. ....	17.00	14.00	11.00

## PRINCETON NURSERIES

"America's Finest Tree Nursery"

Princeton, N. J.



SHADEMASTER LOCUST (Plant Patent No. 1515)

## FIGHT JAPANESE BEETLE

The problem of eradicating and containing the Japanese beetle in Illinois received prime attention at the meeting of the board of directors of the Illinois State Nurserymen's Association, held September 10 at the Hotel La Salle, Chicago, Ill. A special report by H. F. Seifert, inspection supervisor, state division of plant industry, Glen Ellyn, Ill., stressed the need of additional funds from the federal government to supplement the state appropriations in order to control the pest. He stated that if enough assistance from the federal government were received, the beetle could be held in check for 25 to 30 years, but eventually it would spread throughout the United States. Mr. Seifert thought the states to the west of Illinois should be concerned because the infestations are spreading in that direction.

Mr. Seifert reported several new outbreaks of the pest. Joliet has an infested area of 750 acres; Streator, 500 acres; East Peoria, 500 to 600 acres, and Mattoon, a newly affected area, has 1,000 acres. A 1/2-mile band of the infested area around Sheldon, encircling 40,000 to 45,000 acres, was treated, but the beetle jumped the band on the west side.

With the appropriation obtained

## BOBBINK NURSERIES, INC.

Specialists in Coniferous and Broad-Leaved Evergreens, Shrubs and Trees.

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Strong Rooted Cuttings Ready Now.  
\$4.50 per 100; \$40.00 per 1000.  
\$37.50 per 1000, 5000 or over.  
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300 acres of choice Evergreens ready for immediate resale  
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CAPITATA, to 42 ins.  
SPREADING, to 24 ins.  
Rooted Cuttings and Liners  
Flowering Trees

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Quality Merchandise at Reasonable Prices

## CHRISTMAS TREES

Evergreen Seedlings and Transplants  
Pines, Firs, Spruces, Arborvitae, Hemlock, etc.

Free wholesale price list.

## CHAPMAN'S NURSERY

553 Church St. Indiana, Pa.



# LINING-OUT STOCK

	100 rate	1000 rate	2500 rate		100 rate	1000 rate	2500 rate
<b>Berberis thunbergii atropurpurea</b>				<b>Pinus strobus</b>			
9000 2-yr., S.				1000 8 to 12 ins., T. ....	\$0.25	\$0.22	..
6 to 9 ins. ....	\$0.07	\$0.06	..	<b>Prunus cistena</b>			
16,000 2-yr., S.				1000 2-yr., T.			
9 to 12 ins. ....	.08	.07 1/2	..	8 to 12 ins., br. ....	.30	.28	..
2000 2-yr., S.				<b>Prunus glandulosa</b>			
12 to 15 ins. ....	.12	.11	..	1500 2-yr., T.			
2000 2-yr., S.				12 to 15 ins., bushy	.22	.20	..
15 to 18 ins. ....	.18	.15	..	<b>Quercus robur fastigiata</b>			
<b>Berberis thunbergii Crimson Pygmy</b>				1400 4-yr., T., 1 1/2 to 2 ft.	1.25	.90	..
(Dwarf Red Barberry)				<b>Rhodotypos kerrioides</b>			
15,000 3-yr., T.				2000 2-yr., S.			
6 to 12 ins. ....	.60	.50	\$0.45	10 to 15 ins. ....	.12	.10	\$0.08
<b>Buxus inglis, NEW, very hardy</b>				<b>Sorbus aucuparia</b>			
1700 2-yr., pot	.35	.30	.28	200 2-yr., S.			
<b>Buxus koriana (Hardy Boxwood)</b>				12 to 18 ins. ....	.10	..	..
2500 2-yr., pot	.35	.30	.28	500 2-yr., S., 1 1/2 to 2 ft.	.15	.12	..
1750 3-yr., pot	.40	.35	.32	<b>Taxus cuspidata</b>			
<b>Calycanthus floridus</b>				15,000 2-yr., pot	.30	.28	.25
1200 2-yr., S.				500 3-yr., from			
12 to 18 ins. ....	.06	.05	..	plant band	.40	.35	..
500 2-yr., S., 1 1/2 to 2 ft.	.10	.09	..	2600 3-yr., pot	.40	.35	.32
500 2-yr., S., 2 to 2 1/2 ft.	.15	.14	..	<b>Taxus cuspidata capitata</b>			
<b>Cotoneaster divaricata</b>				30,000 2-yr., S.	.12	.10	.09
2000 2-yr., T.				3800 5-yr., T.			
12 to 18 ins., bushy,				cutting grown	.75	.65	.60
good for canning ..	.25	.22	..	<b>Taxus cuspidata wardi</b>			
<b>Euonymus alatus compactus</b>				100 3-yr., pot	.40	.35	.32
(Dwarf Winged Euonymus)				<b>Taxus densiformis</b>			
7000 2-yr., T.				3800 2-yr., T.	.45	.43	.40
8 to 12 ins. ....	.35	.28	.25	400 3-yr., pot	.40	.35	..
<b>Euonymus fortunei vegetus</b>				<b>Taxus henryi, dense spreader</b>			
3000 2-yr., T.	.55	.48	.45	5500 2-yr., pot	.32	.30	..
<b>Forsythia Arnold Dwarf</b>				<b>Taxus intermedia, Seblan strain</b>			
500 2-yr., T., 8 to 12 ins.	.35	.30	..	400 2-yr., pot	.30	.28	.25
<b>Forsythia Arnold Giant</b>				1350 3-yr., pot	.40	.35	.32
300 2-yr., T.				400 3-yr., from			
15 to 18 ins. ....	.25	.22	.20	plant bands	.40	.35	.32
<b>Forsythia Beatrix Farrand</b>				<b>Taxus media</b>			
800 2-yr., T.				1000 2-yr., pot	.30	.28	.25
15 to 18 ins. ....	.35	.30	..	1400 2-yr., pot	.30	.28	..
<b>Forsythia bronxiana, most</b>				1000 3-yr., pot	.40	.35	.32
dwarf of all Forsythias				2200 3-yr., from			
500 2-yr., T., 4 to 6 ins.	.40	.35	..	plant band	.40	.35	.32
<b>Forsythia Lynwood Gold</b>				<b>Taxus media browni, globe</b>			
4000 2-yr., T.				3000 2-yr., pot	.30	.28	.25
15 to 18 ins., bushy,				1200 5-yr., TT.	1.10	1.05	..
good for canning ..	.25	.22	.20	<b>Taxus media Halloran, upright</b>			
<b>Juniperus chinensis pfitzeriana</b>				400 5-yr., T.	.75	.65	.60
15,000 1-yr., pot	.25	.22	.20	<b>Taxus media hicksi, upright</b>			
1000 2-yr., pot	.40	.35	..	1000 2-yr., pot	.30	.28	.25
<b>Juniperus chinensis pfitzeriana</b>				4400 3-yr., pot	.40	.35	.32
compacta				400 3-yr., from			
1700 2-yr., pot	.40	.35	..	plant band	.40	.35	.32
<b>Malus a. schtemeyer (Weeping)</b>				4000 5-yr., T.	.75	.65	.60
2000 1-yr., graft,				<b>Viburnum carlesi</b>			
12 to 18 ins. ....	.40	.35	.32	1400 3-yr., T.			
<b>Picea pungens moerheimi,</b>				12 to 15 ins. ....	1.00	.80	.70
spring only				<b>Viburnum lentago</b>			
500 pot grafts	1.25	1.20	..	2000 2-yr., S., 8 to 12 ins.	.10	.08 1/2	..
<b>Picea pungens glauca</b>				500 1-yr., S., 12 to 15 ins.	.08	.07	..
(Blue Spruce)				<b>Viburnum opulus nanum</b>			
6000 2-yr., S.				3615 3-yr., T.	.50	.40	.35
good blue	.25	.18	.16	<b>Weigela vaniceki, red</b>			
				5000 1-yr., T.	.25	.20	.18

**BARBERRY Crimson Pygmy**—A truly dwarf, red barberry.  
Ideal for low hedges, foundation and bedding.

	10 rate	100 rate	1000 rate	2500 rate
3-yr., bushy, T., 6 to 9 ins. ....	..	\$0.45	\$0.40	\$0.35
3-yr., bushy, T., 9 to 12 ins. ....	..	.60	.50	.45
Field-grown, TT., 10 to 12 ins. ....	\$1.00	.75	.70	..
Field-grown, TT., 12 to 15 ins. ....	1.50	1.00	.90	..

B&B, 50c each, extra

TERMS: 2% 10 days, 30 days net, 3% for cash with order.  
ASK FOR OUR COMPLETE LIST



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Just west of city limits on U. S. 27.

(OUR 35th YEAR)

### CHOICE QUALITY

General Nursery Stock

\* Grown Right \* Priced Right

**BAKER FAMILY NURSERY, Inc.**

(Formerly Gilbert J. Klehm)  
812 W. Palatine Rd.  
Arlington Heights, Ill.

### DUGAN'S CHOICE NURSERY-GROWN PLANTS!

See page 69, August 15 issue of American Nurseryman, for complete list or write:

**DUGAN NURSERIES, INC.**  
Center St. Perry, Ohio

from the state, treatment would begin about the middle of September, Mr. Seifert said. Spraying from planes will be necessary in the Joliet and Mattoon areas. But the federal government's answer to an application for funds was that it had none to be made available.

The infestations in existence are new ones, Mr. Seifert related, and the beetles are coming in from the east. They spread from railroad yards when boxcars are cleaned out. He believed shipments from the east are not being certified closely enough.

In view of Mr. Seifert's report, the board of directors voted to write the regional director of the American Association of Nurserymen to have him urge the national group to send a representative before the federal appropriations committee to obtain funds for the state. The Illinois directors also urged all nurserymen in the state to write their Congressmen to inform them of the need for federal funds to help fight this pest and eradicate it from the state.

### VISIT CONARD-PYLE CO.

The Conard-Pyle Co., West Grove, Pa., recently was host to 108 members of the American Society for Horticultural Science, touring by bus. The group was headed by Dr. R. E. Larson, head of the department of horticulture at Pennsylvania State University, University Park, Pa.

After a luncheon in the company's grove adjoining the Robert Pyle memorial garden, the visitors inspected the rose-growing operations and the greenhouses, as well as the container and lining-out areas. Considerable interest was expressed also in the packing, shipping and storage facilities.

### CORRECTION

Through a printer's error in some copies of the September 1 issue of the American Nurseryman, the heading for the advertisement of Shahan Nurseries, Tullahoma, Tenn., on page 77 contained the words "Northern Grown," rather than the correct phrase, "Nursery Grown." The error was caught during the press run, so that the advertisement appeared correctly in most copies of the issue.

RELIEVED from active duty with the air force, David Spencer has joined his father in the operation of the latter's nursery business at Springfield, Ill.



# IMPORTED HOLLAND BULBS

**Exhibition Quality — Prompt Service — True to Name — Up to Size**

**ALL  
PRICES  
PER  
1000**

TULIPS and CROCUS—100 of a variety and size at 1000 rate.  
HYACINTHS and NARCISS—50 of a variety and size at 1000 rate.  
IRIS and MISCELLANEOUS BULBS—250 of a variety and size at 1000 rate.  
Orders should be in multiples of 50, 100 or 250 as shown above.

## DARWIN TULIPS

	12 cm. 11 to and up 12 cm.	
Afterglow, Orange-rose	\$45.00 \$40.00	
Allbright, Carmine-red	45.00 40.00	
American Flag, Red and white	60.00	
Aristocrat, Soft violet-rose	45.00 40.00	
Arctic Max, Crimson-red	45.00 40.00	
Bloss Alambic, Heliotrope-blue	45.00 40.00	
Campfire, Blood-red	45.00 40.00	
Charles Needham, Scarlet-red	55.00 50.00	
City of Haarlem, Vermilion	60.00 55.00	
Clara Butt, Salmon-pink	45.00 40.00	
Copland's Purple, Purple	40.00 35.00	
Cordell Hull, Blood-red on white	55.00 50.00	
Demeter, Reddish-purple	45.00 40.00	
Duke of Wellington, White	55.00 50.00	
Farncombe Sanders, Scarlet	45.00 40.00	
Giant, Purple	55.00 50.00	
Glacier, Ivory-white	55.00 50.00	
Golden Age, Deep yellow	45.00 40.00	
Golden Measure, Deep yellow	40.00 35.00	
Insurpassable, Violet	45.00 40.00	
King George V, Bright red	45.00 40.00	
La Tulipe Noire, Purple-black	45.00 40.00	
Manassas, Buttercup-yellow	45.00 40.00	
Margaux, Bordeaux-red	50.00 45.00	
Montgomery, White edged red	55.00 50.00	
Mrs. Grilleman, Creamy-white	50.00 45.00	
Niphetos, Sulphur-yellow	45.00 40.00	
Queen of Night, Purplish-black	40.00 35.00	
Red Pitt, Dark blood-red	45.00 40.00	
Scarlet Leader, Blood-red	45.00 40.00	
Scarlet Sensation, Scarlet-red	45.00 40.00	
Scarlett O'Hara, Geranium-lake	85.00 80.00	
Scotch Lassie, Deep lavender	45.00 40.00	
Sunkist, Deep yellow	45.00 40.00	
The Bishop, Violet-purple	45.00 40.00	
White Giant, Pure white	50.00 45.00	
Wm. Copland, Pale magenta	40.00 35.00	
Wm. Pitt, Cochineal-red	45.00 40.00	
Yellow Giant, Golden-yellow	40.00 35.00	
Zwanenburg, Pure white	55.00 50.00	
Rainbow Darwin Mixture	40.00 35.00	

## BREEDER TULIPS

Dillenbergh, Orange terra cotta	45.00 40.00
George Grappe, Lavender-blue	50.00 45.00
Leuis XIV, Violet, tawny margin	60.00 55.00
Tantalus, Yellow shaded purple	55.00 50.00
Velvet King, Purple-violet	50.00 45.00
Rainbow Breeder Mixture	45.00 40.00

## PARROT TULIPS

Black Parrot, Glossy black	45.00 40.00
Blue Parrot, Violet-blue	40.00 35.00
Discovery, Violet, edged white	60.00 55.00
Fantasy, Salmon-pink	45.00 40.00
Fire Bird, Intense scarlet	45.00 40.00
Gadelan, Violet, large flower	95.00 90.00
Orange Favorite, Orange	45.00 40.00
Pierion Parrot, Deep blood-red	45.00 40.00
Red Champion, Cochineal-red	55.00 50.00
Sunshine, Golden-yellow	55.00 50.00
Texas Gold, Yellow, very fine	45.00 40.00
Theresa, Cardinal-carmine	55.00 45.00
Violet Queen, Violet-blue	65.00 60.00
Rainbow Parrot Mixture	45.00 40.00

## COTTAGE TULIPS

Advance, Scarlet, tinted cerise	45.00 40.00
Albino, Pure white	45.00 40.00
Arist, Salmon-pink and green	110.00 100.00
Carrara, White	45.00 40.00
Golden Harvest, Deep yellow	40.00 35.00
G. W. Leak, Geranium-lake	55.00 50.00
Inglescombe Yellow, Yellow	40.00 35.00
Marshall Haig, Scarlet-red	50.00 45.00
Mrs. J. T. Scheepers, Yellow	55.00 50.00
Northern Queen, White, pink	50.00 45.00
Oswald, White and rose	50.00 45.00
Princess Marg, Rose, Yellow, red	50.00 45.00
Rosy Wings, Apricot-pink	55.00 50.00
Smiling Queen, Rose-red	55.00 50.00
S. Mottet, White, tinted rose	55.00 50.00
White City (Mt. Erebus), White	50.00 45.00
Rainbow Cottage Mixture	40.00 35.00

## LILY-FLOWERED TULIPS

Cap. Fryatt, Garnet-red	55.00 50.00
Golden Duchess, Deep yellow	60.00 50.00
Mariette, Deep salmon-rose	45.00 40.00
Queen of Sheba, Brownish-red	65.00
White Duchess, White	55.00 45.00
Rainbow Lily-Flowered Mixture	45.00 40.00

## SINGLE EARLY TULIPS

	12 cm. 11 to and up 12 cm.	
Couleur Cardinal, Deep scarlet	\$65.00 \$60.00	
Crown Imperial, Red and yellow	55.00 50.00	
Gen. De Wet, Orange, scented	55.00 50.00	
Ibis, Deep rose-carmine	55.00 50.00	
Keizerskroon, Red, yellow edge	55.00 50.00	
Muriel Max, White, flushed pink	48.00 42.00	
Prince Carnaval, Yellow, red	55.00 50.00	
Prince of Austria, Orange-red	55.00 50.00	
Sunburst, Yellow, flushed red	48.00 42.00	
Ursa Minor, Golden-yellow	48.00 42.00	
White Hawk, Large, pure white	65.00 60.00	
Rainbow Single Early Mixture	48.00 42.00	

## DOUBLE EARLY TULIPS

Bonanza, Red, edged yellow	55.00 50.00
Electra, Deep carmine	60.00 55.00
Marchal Niel, Yellow-orange	60.00 55.00
Mr. Van der Hoeft, Pure yellow	60.00 55.00
Muriel Max, White, flushed pink	60.00 55.00
Orange Nassau, Orange-scarlet	60.00 55.00
Peachblossom, Deep rose	60.00 55.00
Schoonoord, Pure white	65.00 60.00
Rainbow Double Early Mixture	55.00 50.00

## DOUBLE LATE TULIPS

Blue Flag, Violet-blue	45.00 40.00
Clara Carder, Purple, white base	55.00 50.00
Coxa, Orange-red, edged white	55.00 50.00
Eros, Lilac-rose	60.00 55.00
Lilac Perfection, Lilac	55.00 50.00
Livingstone, Red, yellow base	55.00 50.00
Mount Tacoma, Pure white	55.00 50.00
Nizza, Yellow, striped red	55.00 50.00
Palette, Lilac-red, edged yellow	55.00 50.00
Rocket, Cherry-red, Eros sport	65.00 60.00
Symphonia, Cherry-red	55.00 50.00
Uncle Tom, Deep maroon-red	55.00 50.00
Rainbow Double Late Mixture	55.00 50.00

## BOTANICAL TULIPS

	Top Size	
Clusiana, Crimson and white	\$ 70.00	
Eichler, Large crimson-scarlet	65.00	
Kaufmanniana, White, tinted red	60.00	
Marjoletti, Yellow, flamed red	40.00	
Præstans, Type, Carmine-scarlet, Tall	60.00	
Præstans, Fusilier, Scarlet, dwarf	120.00	
	12 cm. 11 to and up 12 cm.	
Præstans, Orange-red	\$60.00 \$55.00	
Red Emperor, Fiery-red	60.00 55.00	

## CROCUS BULBS

Prices per 1000	7 to 8 cm.	8 to 9 cm.	9 to 10 cm.	10 to 11 cm.	11 to 12 cm.	12 to 13 cm.
Blue, Purple Mixed	\$10.00	\$14.00	\$18.00	\$22.00	\$26.00	\$30.00
White and striped	15.00	20.00	26.00	32.00	38.00	44.00
Yellow	8.00	10.00	12.00	14.00	16.00	18.00

## NARCISS

PRICES per 1000	50 at the 1000 rate.	D.N. No. 1	D.N. No. 2	D.N. No. 3
Actaea	\$ 90.00	\$ 75.00	\$ 60.00	
Beersheba	115.00	90.00	70.00	
Cheerfulness	80.00	60.00	45.00	
Cragford	115.00	95.00	75.00	
Daisy Schaeffer	95.00	80.00	65.00	
Duke of Windsor	200.00			
Flower Carpet	110.00	90.00	70.00	
Fortune	95.00	80.00	65.00	
Franciscus Drake	95.00	80.00	65.00	
Geranium	85.00	65.00	45.00	
Golden Harvest	135.00	110.00	75.00	
Hellios	85.00	70.00	50.00	
Imperator	100.00	85.00	65.00	
Inglescombe	95.00	80.00	65.00	
King Alfred	95.00	75.00	60.00	
Laurens Koster	85.00	65.00	45.00	
Magnificence	95.00	75.00	60.00	
Mount Hood	95.00	80.00	65.00	
Mrs. E. H. Krelage	95.00	80.00	65.00	
Mrs. E. O. Backhouse	90.00	75.00	60.00	
Pres. Le Brun	100.00	85.00	65.00	
Queen of Bicolors	115.00	90.00	70.00	
Rembrandt	110.00	95.00	60.00	
Scarlet Elegance	100.00	85.00	65.00	
Spring Glory	100.00	85.00	65.00	
Texas	95.00	80.00	65.00	
Twinkl	95.00	80.00	65.00	
Unsurpassable	140.00	95.00	75.00	
William the Silent	140.00	95.00	75.00	
World's Favorite	110.00	90.00	70.00	
Trumpet Mixture	90.00	70.00	55.00	
All Types Mixture	85.00	65.00	50.00	

## HYACINTHS

Bismarck, Best early sky-blue.	
Carnegie, Pure white, Compact spike.	
City of Haarlem, Lemon-yellow.	
Delft's Blue, Bright porcelain-blue.	
Dr. Stresemann, Pure clear blue.	
Grand Maitre, Porcelain-blue.	
Jan Bos, Brilliant carmine-red.	
King of the Blues, Deep Oxford-blue.	
Lady Derby, Light pink.	
La Victoire, Deep carmine-red.	
L'Innocence, Pure white.	
Marconi, Deep rose-pink.	
Ostara, Pure porcelain-blue.	
Pink Pearl, Rich deep pink.	
Queen of the Pinks, Bright rose-pink.	
Queen of the Whites, Pure white.	

## IRIS—HOLLAND-GROWN

Prices per 1000.	8 cm. 7 to and up 8 cm.	7 cm. 6 to and up 7 cm.
Golden Emperor	\$30.00 \$20.00	\$14.00
Golden Harvest	30.00 20.00	14.00
H. C. Van Vliet	22.00 15.00	11.00
Imperator	30.00 20.00	14.00
White Excelsior	22.00 15.00	11.00
White Superior	30.00 20.00	14.00
Yellow Queen	22.00 15.00	11.00
Rainbow Mixture	30.00 20.00	14.00

## MISCELLANEOUS BULBS

Top size, 250 at 1000 rate.	Per 100	Per 1000
Chionodoxa, Blue or white	\$2.50	\$15.00
Eranthis Hyemalis	3.00	25.00
Freesias, Red, yellow, white	6.00	50.00
Fritillaria Imperialis	90.00	
Fritillaria Meleagris	3.00	25.00
Galanthus, Single Type	4.00	30.00
Galanthus, Double Type	6.00	50.00
Hyacinthus (Roman), Blue or white	10.00	90.00
Iris Cajanus	3.50	25.00
Iris Reticulata	3.50	25.00
Muscari Armeniacum	2.00	15.00
Muscari Early Giant	2.50	15.00
Scilla Campanulata	3.00	25.00
Scilla Siberica	2.50	20.00
Scilla Spring Beauty	5.00	40.00

## TULIP MIXTURES

Domestic Stock	Per 100	Per 1000
6 to 7 cm.	\$ 6.00	
7 to 8 cm.	\$1.25	8.00
8 to 9 cm.	1.50	10.00

## JAPANESE-GROWN (Very Fine)

10 to 11 cm.	2.50	20.00
11 to 12 cm.	3.00	25.00
12 cm. and up	3.50	30.00

## NARCISSUS MIXTURE

Domestic stock, blooming-size bulbs, 10 to 12 cm. Mixed varieties, \$1.50 per 100; \$12.00 per 1000. 12 to 14 cm. Mixed varieties, \$2.00 per 100; \$16.50 per 1000.	
--	--

## WEDGWOOD IRIS

Japanese-Grown. Fine, large, clean bulbs, passed by U. S. Dept. of Agriculture.

	Per 100	Per 1000
9 to 10 cm.	\$2.00	\$15.00
10 cm. and up	2.50	20.00

## LILUM CANDIDUM

Northern French Grown

	Per 100	Per 1000
20 to 22 cm.	\$16.00	\$150.00
22 to 24 cm.	18.00	170.00
24 to 26 cm.	20.00	190.00
26 to 28 cm.	24.00	230.00
28 to 30 cm.	27.00	260.00
30 to 32 cm.	30.00	290.00
32 to 35 cm.	35.00	340.00

## CALLA AETHIOPICA

	Per 100	Per 1000
1 1/2 to 2 ins.	\$26.00	\$250.00

## NARCISSUS PAPERWHITE

Italian-Grown	Per 100	Per 1000
13 to 14 cm.	\$ 7.00	\$65.00
14 to 15 cm.	8.50	80.00
15 to 16 cm.	9.50	90.00
16 cm. up	10.00	95.00

**GROWERS EXCHANGE, INC.**

P. O. Box 398

FARMINGTON, MICH

# Promotion Essential to Garden Center Profits

By Don West

Garden centers are on the threshold of increasing opportunities. Although there are over 40 different types of retail outlets handling nursery stock and gardening supplies, more garden centers are constantly being opened, and these specialty shops open a new era for merchandising and marketing practices for the nurseryman.

In past years nurserymen chiefly grew shrubs and trees. But today they are professional men—professional shopkeepers, and gardeners are now concerned with pest control, fertilizing, watering and general maintenance of plants. With the potentials of the large outdoor living market, nurserymen have only scratched the surface of sales possibilities in the specialty store or modern garden center.

Important to the nurseryman, also, are the sprayers, spreaders, hoses, mowers, pruners, barbecues, charcoal, fly control and, of course, the plants—plants for shade, for quick color, for screening and for many other uses.

## Ways to Merchandise

There are many ways in which to merchandise these products advantageously. Many nurserymen who establish garden centers become too enthusiastic about supply items and, consequently, overemphasize them, while others overlook the potentials of merchandise such as insecticides or fertilizers. But in a well-managed garden center the supplies, equipment and plants are considered of equal importance. When that is done, the best possible profits are made. Nurserymen changed the meaning of merchandising when they had only plants to sell, making price cutting the basic principle of marketing. This was done, and today, in spite of increased cost of operation, the over-all price structure in our industry is lower than it was in the early 30's.

However, as professional operators of the new gardening specialty shop or garden center, nurserymen

Summary of a talk, "Principles of Garden Center Merchandising," given at the Oklahoma Nurserymen's Association convention at Oklahoma City, Okla., early this year by Don West, Verhalen Nursery Co., Dallas, Texas.

can no longer afford to think that price cutting is merchandising. Instead, it is important to promote national brand names, because such merchandise creates traffic and has usually a guarantee for superior quality. Brand name merchandise has general public acceptance and therefore reduces selling costs.

Promotion throughout the year is of extreme importance if the nurseryman is to obtain his share of the consumer's dollar. What is meant by promotion? It does not mean price cutting. Rather it means to make use of every opportunity to make a plus sale. Massing peat moss and other soil acidifiers beside camellias, azaleas or other acid-loving plant displays, for example, leads to plus sales.

## Incentives

If all nurserymen would analyze the plus sale aspects of the many

items in garden centers and use a plan for promotion, the total nursery business would increase greatly.

Promotion can be handled in various ways. One firm promoted peat moss by raising the price from \$4.95 to \$5.95 per bale and allowing each salesclerk a 50-cent bonus for each bale he sold. The peat moss sales doubled, even though elsewhere the moss was sold cheaper. Promotion of items through incentives to clerks is one of the best ways to make plus sales. Many salespersons are guilty of letting a customer leave a salesyard without things he needs. If, in planning a sales program, the nurseryman adopts some item to be pushed each week, a marked increase in volume will result.

Promotion is relatively simple if use is made of the facilities provided by the national brand name companies.

At Dallas (Tex.), last season my firm ran several promotions using the products of Swift & Co. and of the Western Agricultural Chemicals Co., specifically the insecticide and soil-conditioning lines, respectively. Without any additional expense to my firm or its dealers and using only the promotional facilities these two companies provided, our dealers sold over 400 tons of ferti-

## FINISHED LANDSCAPE AND GARDEN STORE MATERIAL

500 Acer rubrum, 1¾ to 1-in. cal.	400 Juniper, virginiana keteleeri, 4 to 4½ ft.
300 Acer dasycarpum, 1¾ to 2-in. cal.	500 Juniper, virginiana burki, 4 to 4½ ft.
200 American Sycamore, 1¾ to 2-in. cal.	500 Juniper, chinensis mas, 4 to 4½ ft.
500 Juniper, virginiana canaerti, 4 to 4½ ft.	

## CASSINELLI'S GLENDALE NURSERIES, INC.

(Cincinnati)

Glendale, Hamilton Co., Ohio

## FALL, 1959

EVERGREENS

SHRUBS

FRUIT TREES

SMALL FRUITS

SHADE AND ORNAMENTAL TREES

Transplanted and Root-Pruned

## C. M. HOBBS & SONS, INC.

Bridgeport 31, Ind.

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350 Acres Established 1875

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DWARF and STANDARD

Write for wholesale list.

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## Specialists in PERENNIALS

SEEDS—PLANTS—BULBS

Perhaps America's largest list of unusual plant materials.

Wholesale catalog on request.

PEARCE SEED COMPANY  
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# Hillman Wreath Ring

## AND MACHINE COMPANY

689 RIVER DRIVE

SWarthmore 6-1236

EAST PATERSON, N. J.

THE **HILLMAN WREATHMAKING MACHINE** gives you faster production and better wreaths with **LESS WORK.**

This is a machine that anyone can operate, thereby reducing the need for experienced labor. Whether you turn out a few wreaths or thousands, the Hillman machine eliminates headaches and hard work.

Here at last is the answer to the problem of meeting heavy demands for the Christmas season.

### THIS LOW-PRICED MACHINE — \$20.00 — IS SIMPLE TO SET UP OR STORE AWAY

Insert your Hillman machine into a table slot or clamp it to the outside of a bench. The Hillman machine is completely portable; when not in use, can be taken down and stored away.

**All machine parts are guaranteed,** regardless of the year purchased; any broken part will be replaced without cost. (Springs are free.)

### NEW IMPROVED HILLMAN RINGS

Since its introduction to the public a few years ago, great strides have been made to improve both the machine and rings. Wreaths of all sizes can be made *the Hillman way*. See instructions in each carton.

### HILLMAN DEALERS FROM COAST TO COAST

Supplies can be purchased from the following jobbers:

#### California:

P. Biaggi, Los Angeles

#### Colorado:

Park-Ellitch, Denver

#### Illinois:

Capitol Supply Co., Springfield  
Highland Florist Supply, Belvidere  
Lewis & White, Chicago  
Jules Supply Co., Chicago  
Kirchhoff Wholesale, St. Charles  
E. Szontagh, Jr., Chicago  
Carl Whiting, Chicago

#### Indiana:

Schultz Garden Supplies,  
Rensselaer

#### Iowa:

Florist Supply, Inc., Des Moines  
Tri-City Wholesale, Davenport

#### Kentucky:

Berthold-Grigsby, Louisville

#### Massachusetts:

Arnold-Fisher, Boston

#### Michigan:

Century Florist Supply, Detroit  
Flint Florist Exchange, Flint  
Florist Supply, Inc., Grand Rapids

#### Minnesota:

Lakeland Florist Supply,  
Minneapolis

#### Missouri:

Stuppy Supply Co., Kansas City

#### New Jersey:

E. Brenner, Newark  
Dierdorf & Sons, West Paterson  
C. Donges, Secaucus  
Gabel Florist Supply, Paterson  
Luckers Wholesale, Union  
Mueller Bros., Newark

#### New York:

Carl C. Beck, Albany  
Bronx Florist Supply, Bronx  
Central Florist Supply, Brooklyn  
Coastal Paper, New York City  
The Florist Supply, Bronx  
L. I. Florist Supply, Hempstead  
Kervan Co., New York City  
Nickerson Supply, Long Island  
Queens Wholesale, Queens  
M. Sevin Co., Franklin Square  
Sunrise Wholesale, Lynbrook  
Wiegrow Products, New York City

#### North Carolina:

P. H. Johnson Co., Greensboro

#### Ohio:

Berthold-Grigsby, Cleveland  
I. G. Harman & Son, Canton  
Smith & Young, Columbus

#### Oregon:

R. Leach, Aurora

#### Pennsylvania:

Apex Florist Supply, Philadelphia  
Gallagher & Stevick, Wilkes-Barre  
Pendleton Nurseries, Pittsburgh  
Raymond Fleck, Southampton

#### Tennessee:

Jones & Towne, Nashville

#### Washington:

Washington State Holly Growers  
Assn., Tacoma

#### Washington, D. C.:

Bee-Gee Florist Supply

#### Wisconsin:

Badger Wholesale, Milwaukee  
Economy Florist Supply, Menasha  
Rojahn & Maloney, Milwaukee

JOBBER INQUIRIES SOLICITED

PAT. NO. 2728965



## SEEDLINGS AND LINERS

### FALL—SPRING, 1959-60

	Per 100	Per 1000	Per 1000 or more
<b>TAXUS CUSPIDATA CAPITATA, seed grown</b>			
8 to 12 ins., XX	\$85.00		
6 to 10 ins., X	42.50	\$275.00	\$250.00
4 to 6 ins., X	26.00	210.00	190.00
<b>COLORADO BLUE SPRUCE</b>			
(3-2), 8 to 12 ins.	28.00	210.00	
(2-2), 6 to 10 ins.	18.00	150.00	135.00
(3-1), 6 to 10 ins.	14.00	75.00	
(3-0), 6 to 12 ins.	10.00	45.00	42.50
(2-0), 2 to 5 ins.	7.50	28.00	24.00
<b>WHITE SPRUCE</b>			
(3-1), 6 to 10 ins.	12.00	70.00	
(3-0), 4 to 8 ins.	8.00	45.00	42.50
(2-0), 2 to 5 ins.	7.50	26.00	22.00
<b>NORWAY SPRUCE</b>			
(3-0), 6 to 12 ins.	8.00	40.00	37.50
<b>BLACK HILLS SPRUCE</b>			
(3-0), 4 to 8 ins.	8.00	40.00	37.50
<b>DOUGLAS FIR</b>			
(2-2), 12 to 15 ins.	28.00	220.00	
(2-2), 6 to 12 ins.	22.00	180.00	
(2-0), 3 to 8 ins.	7.50	28.00	26.00
<b>WHITE PINE</b>			
(2-2), 5 to 10 ins.	16.00	130.00	
<b>PONDEROSA PINE</b>			
(2-2), 6 to 12 ins.	10.00	60.00	
<b>MUGHO PINE, Tyrolean dwarf</b>			
(2-2), 3 to 4 ins.	22.00	160.00	150.00
<b>AUSTRIAN PINE</b>			
(2-2), 8 to 14 ins.	12.00	85.00	
(2-1), 3 to 8 ins.	10.00	37.50	32.50
(3-0), 5 to 10 ins.	10.00	28.00	24.00
(2-0), 2 to 4 ins.	6.00	18.00	16.00
<b>SCOTCH PINE (Poland)</b>			
(2-2), 12 to 16 ins.	14.00	70.00	
(3-0), 12 to 16 ins.	9.00	34.00	30.00
(3-0), 8 to 12 ins.	7.50	26.00	22.00
(2-1), 3 to 8 ins.	9.00	36.00	32.00
<b>SCOTCH PINE, AUVERGNE</b>			
(2-1), 3 to 6 ins.	9.00	36.00	32.00
(2-0), 3 to 6 ins.	7.50	22.00	18.00

ON TRANSPLANT STOCK ONLY: An order of 5000 on one item, 10,000 price applies: 5% for cash with order. Send for Illustrated List.

## MATTHEWS NURSERY

Harbor Springs, Mich.  
Telephones: 123, 124 or 732

## SPECIMEN LANDSCAPE STOCK

*Ilex convexa*, up to 36 ins.

*Ilex rotundifolia*, up to 36 ins.

*Taxus cuspidata*, up to 48 ins.

*Taxus hicksi*, up to 5 ft.

*Taxus hunnewelliana*, up to 48 ins.

*Thuja occidentalis, elegantissima, pyramidalis*, up to 8 ft.

## SHEARED SPRAYED CULTIVATED

Send for Complete List

## WILMS NURSERY

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Salem, Ohio

Phone: EDgewood 7-3569

## THE JOSEPH F. MARTIN CO.

Growers of Fine Perennials and  
Rare General Stock  
Fall catalog available soon.

P. O. Box 189

Painesville, O.

## FORSYTHIA

12 ins., outdoor rooted cuttings.

	Per 100	Per 1000
Beatrice Farrand	\$15.00	\$135.00
Lynwood Gold	10.00	80.00
Spring Glory	10.00	80.00

**GILSON GARDENS**  
Ferry, Ohio

lizers and soil conditioners on one week-end. On a third promotion, the firm sold almost 750 cases of insecticides. All this was accomplished without a price cut.

With the advantages of dealer tie-in ads to a regularly allotted national advertising program, any group from any one area can do the same thing. It would be a mistake to eliminate any item from the inventory list just because a nearby hardware or other store is stocking it. One must remember that the garden supply store is crystalizing into a 1-stop institution. Competition is therefore intense, and the sale that is not made today while the customer is in your store may never be made by you.

### Customer's Needs Are Many

To understand this point the salesman should analyze the type of buyer the trade faces today. He is part of a new generation of consumers, with different viewpoints on spending, saving and what he wants from life.

He is a true suburbanite, adopting the ranch house, the 2-car family, the do-it-yourself tools, the extra telephones in each home and the outdoor living room, the patio, the play area, the formal garden and the abundance of other ideas that involve plants and products of the gardening industry.

Nurserymen must use all their facilities and the facilities offered by national advertisers to have soil clinics, insecticide clinics, truckload sales, pruning demonstrations, flower shows and coupon deals. They should try to follow some of the ideas that national brand name salesmen offer. Listen closely to these men; they are specialists in sales promotion. It is impossible for the individual nurseryman to obtain the sales volume needed to operate a garden specialty store in conjunction with the nursery operation unless he uses promotion.

There are eight basic rules any good merchandiser should keep foremost in his mind when establishing customer relationships. These rules apply to gardening as well as any other type of sales. They are (1) fresh merchandise—good variety and quality, (2) clean merchandise and clean salespersons, (3) uniformity of standard, (4) friendliness, (5) location convenience, (6) convenience for shopping, (7) full value for the dollar spent and (8) nationally known brands.

Basically the nursery business is one of growing things, and with the help of the new garden centers, nurserymen are aiding more gardeners to grow things better.



# LINERS

FROM OPEN BEDS



All our cuttings are rooted in soil in outside beds under mist—then hardened off and thoroughly established in the soil where they make a mature, hard root system and often some top growth. Many of these rooted cuttings will have to go into 3-in. or larger pots. Better not plan on putting any except the smallest in 2½-in. pots because they just won't fit. Of course, some of the *Ilex crenata* varieties and some of the others can go in pots that small. Some of our friends put the larger rooted cuttings right out in the field and usually have good luck with them, if planted at the right time; that seems a little radical to us and we don't recommend it. However, any plant we list as a bed-grown liner is ready for the field. BG—bed-grown RC—rooted cutting C—cuttings Mo., Yr.—late rooted

**Arboretum**—See Thuja.  
**Berberis Crispum Pigma**—Light, BG, liners, 18 mo. old, branched to fairly bushy, 5 to 7 ins., 18c; heavy, BG, liners, 6 to 9 ins., bushy, 25c.

**Berberis julianae**—The hardest evergreen barberry—C, rooted Aug. 58, kept cut back to 8 to 10 ins., heavy, ready for field, 15c; our usual big rooted cuttings, Aug. 59, 9c.  
**Berberis julianae nana**—Compact growth, darker green leaf, may be a little harder, RC, Aug. 59, 10c.

**Berberis julianae pyramidalis**—An upright, pyramidal form of *Julianae* barberry, evergreen, smaller leaf, very erect, RC, heavy, Aug. 58, 20c.

**Berberis mentenensis**—RC, Aug. 59, 7c.

**Biota**—See Thuja.

**Buxus sempervirens** (Boxwood)—An excellent, bushy strain—C, rooted Sept. 58 and kept cut back to 6 or 7 ins., beginning to bush out well, 10c.

**Chaenomeles** (Flowering Quince)—On own root from softwood cuttings. No suckering from these plants. In our experience, Flowering Quince on its own roots grows and flowers much better than it does if grafted on anything.

**Nivalls**—The best of the white-flowering quince—RC, small, need to be potted or bedded, 10c; BG, liners, 6 to 12 ins., 15c; 12 to 15 ins., 24c.

**Texas Scarlet**—The best for canning because of the profuse red flowers on a compact, low plant. Not so good for the field because it is too spreading. But it is certainly the prettiest quince and maybe the prettiest plant we ever saw in a can—RC, small, pot or bed them, 10c; BG, liners, 6 to 12 ins., 20c.

**Toyonishiki**—From Japan through the Morton Arboretum. Pure white, pure pink and pink and white flowers at random on the same branch. Some plants throw single branches of pure red flowers. A most remarkable effect. A clean, upright, vigorous grower, RC, July 59, 25c.

Later, when we get them graded, we will list here larger-size liners of *Toyonishiki*, *Simon* (the deepest red of all), a few *Marmorata* (a smaller edition of *Toyonishiki*) and possibly a few RC of real *Japanica alpina*. If interested, write now and get your name on the list first.

**Chamaecyparis obtusa nana** (Dwarf Hinoki Cypress)—RC, 2-yr., 2 to 4 ins., 15c; BG, liners, 4 to 6 ins., 25c.

**Cherry Laurel**—See *Prunus*

**Cydonia**—See *Chaenomeles*  
**Elaeagnus ebbingei**—New, from Dutch plants, the best we have seen, more upright and attractive than *fruticosa*—RC, June 59, 20c.

**Elaeagnus alatus compactus**—RC, June 59, 2c.

**Ginkgo biloba** (Chinese Maidenhair tree)—1-yr., S., 6 to 9 ins., 10c; \$85.00 per 1000.

Foremost in intermittent mist propagation.  
Originator of the Electronic Leaf Control.

**Ilex cornuta femina**—RC, heavy, 6 to 12 leaves, 8c.

**Ilex cornuta burfordi**—RC, strong terminal cuttings, 4 or 5 ins. long, have about 6 to 12 leaves each, heavily rooted, 8c; C, rooted Aug. 58, kept cut back to 8 to 12 ins., beginning to branch, 15c.

**Ilex crenata Glass** (bullata)—RC, Aug. 59, 7c; C, rooted Aug. 58, kept cut back to 5 to 7 ins., beginning to branch beautifully, 10c.

**Ilex crenata Glass Spreading**—Has a very dark green leaf, C, rooted Sept. 58, kept cut back to 5 to 6 ins., mostly well branched, 15c.

**Ilex crenata Glass Upright**—A pyramidal form, very erect, C, rooted Sept. 58, kept cut back to 4 to 8 ins., nearly all well branched, 15c.

**Ilex crenata hetzi**—Large RC, Aug. 59, 7c; C, rooted Aug. 58, kept cut back to 7 or 8 ins., beginning to branch well, 10c.

**Ilex crenata Maxwell**—A Bennett hybrid, looks like *convexa*, but a much better grower, rather small RC, Aug. 59, 10c.

**Ilex crenata rotundifolia**—Large, RC, Aug. 59, 7c; C, rooted Aug. 58, kept cut back to 7 or 8 ins., beginning to branch well, 10c.

**Ilex Foster's Hybrid No. 2**—Narrow, spiny leaves, red berries, fruits heavily, rapid grower, quite hardy, C, rooted Sept. 58, kept cut back to 8 or 9 ins., beginning to branch beautifully, 15c.

**Ilex latifolia**—Not *Ilex crenata latifolia*, but the true species *latifolia* from Japan, thick leaves 6 or 7 ins. long, rich, dark green, evergreen, big red berries, but not hardy north, 2-yr., S., 8 to 12 ins., 20c; 12 to 24 ins., 35c.

**Ilex opaca** (American Holly)—Northern types, no southern hybrids, guaranteed female and guaranteed male from cuttings—BG, liners, 4 to 6 ins., 17c; 6 to 10 ins., 25c; 10 to 15 ins., 35c; for canning in gallon cans, mostly single stem, some lightly branched, BG, liners, 15 to 30 ins., 50c. *Ilex opaca* shipped only on March 1, 1960 (because that is the very best time to move American Holly).

**Juniperus**—All the following are from short, greenhouse-type cuttings. They were rooted under mist in beds of soil in the spring of 1959. They have been cut back several times to make nice, compact, heavy, rooted cuttings about 6 ins. high and beginning to bush out. None are leggy. They are still small enough to pot. If you plan to sell potted liners, many of these will be salable just as soon as they establish their roots in the pots.

**Juniperus Andorra**—RC, 9c; \$85.00 per 1000.

**Juniperus hetzi**—RC, 10c; \$95.00 per 1000.

**Juniperus keteleeri**—RC, 2-yr., 8 or 9 ins., 15c.

**Juniperus pfitzeriana**—RC, 10c; \$95.00 per 1000.

**Juniperus pfitzeriana Armstrong**—Compact, upright, vase-shaped, RC, 11c; \$105.00 per 1000.

**Juniperus pfitzeriana Blue**—The best, bright blue strain, not like *hetzi*, RC, 15c.

**Juniperus pfitzeriana Globe Shape**—A true Pfitzer that naturally makes a compact globe without shearing, RC, 15c.

**Juniperus pfitzeriana Nelson's Compact**—A beautiful spreading Juniper, much lower-growing than regular Pfitzer, but taller than Andorra. A bright bluish-green all summer, bright green all winter, RC, 10c; \$95.00 per 1000.

**Juniperus pfitzeriana Nick's Compact**—RC, 10c; \$95.00 per 1000.

**Juniperus pfitzeriana Ozark Compact**—The best compact Pfitzer we have seen, not as coarse in texture as Nick's Compact, RC, 12c.

**Juniperus sabina tamariscifolia**—RC, 10c.  
**Magnolia grandiflora**—Seedlings from well-spaced outdoor beds, 4 to 6 ins., 6c; 6 to 12 ins., 10c.

**Mahonia bealei**—1-yr., S., from well-spaced outdoor beds, just right to pot, 6c; \$50.00 per 1000.

**Mahonia pinnata**—Somewhat like *aquifolium*, but much better. Vigorous, compact growth in full sun, never leggy, foliage bright bluish-green, new growth red. BG, liners, from 1958 transplanted cuttings, heavy but not well-branched, will branch themselves first year they are in the field, 12 to 24 ins., 50c.

**Prunus caroliniana** (Cherry Laurel)—2-yr., S., kept cut back to 10 to 12 ins., pretty well-branched but not filled out round, 10c.

**Prunus laurocerasus schipkaensis** (Cherry Laurel)—The best grower and, we think, the prettiest, RC, July 59, about 5 to 8 ins., many leaves (up to 8 or 10), heavy root system, some beginning to branch, 10c.

**Prunus laurocerasus zabeliana** (Cherry Laurel)—Usually considered the hardest, RC, July 59, strong cuttings, many leaves, good root system, 12c; C, rooted 1958, kept cut back to about 8 ins., beginning to branch, 20c.

**Thuja orientalis aurea nana** (Berkmans Golden Arborvitae)—Cuttings rooted spring 59, kept cut back to about 6 or 7 ins. to make them bush out, but still small enough for a 2½ or 3-in. pot. Several nurserymen have put these right into the field, 10c. Cuttings rooted spring, 1958, kept cut back to 7 or 8 ins., not rounded out yet, but heavy, of good caliper and with a fine root system. Probably too large to pot, but would be nice to can, or fine for the field, 15c.

**Viburnums**—All these *Viburnums* are rooted from soft tips in spring or early summer. They grow some during the summer and fall which makes the rooted cuttings from 4 or 5 ins. up to 12 or more inches tall, depending on variety. It is hardly fair to call them rooted cuttings since some of them are more like light, young, bed-grown liners. However, they have not been transplanted, are not branched and most of them are still small enough to pot.

**Viburnum burkwoodii**—RC, June 59, 10c.

**Viburnum chenaultii**—More shapely and attractive than *burkwoodii*, RC, June 59, 15c.

**Viburnum Juddi**—Better than *carlesii*. A more compact plant with more attractive leaves. Not subject to leaf spot. Flowers really pink, RC, June 59, 15c; 2-yr., liners, C, rooted June 58, not transplanted, kept cut back to 12 to 15 ins., fairly well-branched, good for canning or for the field, 30c.

**Viburnum macrocephalum sterile** (Chinese Snowball)—This is the one we love. Dazzling white snowballs, often 8 to 9 ins. in diameter, as big as a man's head, a good grower, in polyethylene plant bands, same amount of soil as in 3-in. pots. On own roots, since it does not seem to grow well if grafted, 65c.

**Viburnum rhytidophyllum** (Leather-Leaved Viburnum)—RC, July 59, 12c.

**Viburnum rhytidophyloides**—A hybrid between *V. rhytidophyllum* and *V. lantana*, similar to *rhytidophyllum*, but is harder, RC, July 59, 15c.

**Viburnum tomentosum plicatum** (Japanese Snowball)—RC, July 59, 12c.

**Viburnum tomentosum plicatum grandiflorum**—Snowballs considerably larger and whiter than regular Japanese snowball, RC, July 59, 20c.

**HEAVY LINERS**—We have many liners in polyethylene plant bands with the same amount of soil as a 3-in. pot. Some are **American Holly**, **Blue Pfitzer Juniper** (the best strain—not *hetzi*), **Armstrong's Juniper**, **Pyraecantha lalandi**, **Ilex crenata Glass Upright**, **Berkmans Golden Arborvitae** and others.

**IN PLANTAIN CANS**—We have many well-grown plants such as: male and female **American Holly**, guaranteed sex from cuttings; **Junipers**—*pfitzeriana* and *Andorra*, **Berkmans Golden Arborvitae**, **Pyraecantha lalandi** and *graberii* (without berries), **Flowering Quince**, both red and white, **Magnolia grandiflora**, **Mahonia bealei** with 2 or 3 plants to the can as it should be, **Canadian Hemlock** and others.

**FREE PACKING**, liners in sphagnum moss and polyethylene plastic. Cash with order or 25% deposit, balance at time of shipment.

HARVEY TEMPLETON, JR.

phytotektor.

U.S. HWY. 64-41A  
WINCHESTER — TENNESSEE

## NORTHERN-GROWN STOCK

Fall Shipment  
September 15 to November 1  
**TRANSPLANTS**

3-yr., 2

	Per 100	Per 1000
<b>Black Hills Spruce</b>		
12 to 15 ins.....	\$30.00	\$250.00
10 to 12 ins.....	25.00	200.00
8 to 10 ins.....	18.00	150.00
6 to 8 ins.....	15.00	120.00
<b>Colorado Blue Spruce</b>		
8 to 10 ins.....	18.00	150.00
6 to 8 ins.....	15.00	120.00
4 to 6 ins.....	12.00	100.00
<b>American Arborvitae</b>		
12 to 15 ins.....	18.00	150.00
10 to 12 ins.....	15.00	120.00
<b>Mugho Pine, Tyrolean,</b>		
sheared 2 times		
6 to 8 ins.....	25.00	200.00
4 to 6 ins.....	18.00	150.00
<b>Norway Spruce</b>		
12 to 18 ins.....	18.00	150.00
10 to 12 ins.....	15.00	120.00
8 to 10 ins.....	12.00	100.00
<b>Austrian Pine</b>		
8 to 12 ins.....	15.00	.....
<b>Scotch Pine</b>		
8 to 15 ins.....	15.00	125.00

### SEEDLINGS

3-yr.

<b>Norway Spruce</b>		
6 to 10 ins.....	4.00	35.00
10 to 12 ins.....	5.00	40.00
<b>White Spruce</b>		
6 to 10 ins.....	3.50	40.00
<b>Black Hills Spruce</b>		
6 to 10 ins.....	5.00	45.00
<b>Scotch Pine</b>		
10 to 12 ins.....	4.00	35.00
<b>Austrian Pine</b>		
6 to 10 ins.....	5.00	45.00

### SEEDLINGS

2-yr.

<b>Colorado Spruce</b>		
2 to 4 ins.....	3.00	25.00
<b>Norway Spruce</b>		
3 to 6 ins.....	3.50	25.00
<b>Scotch Pine, French</b>		
2 to 4 ins.....	3.00	20.00
<b>Austrian Pine</b>		
2 to 4 ins.....	3.00	25.00
<b>Mugho Pine, Tyrolean</b>		
2 ins.....	3.00	25.00
<b>Douglas Fir, Snowy</b>		
<b>Mountain</b>		
2 to 4 ins.....	3.00	25.00
4 to 6 ins.....	4.00	35.00

Strict grade. Best of packing.  
Satisfaction guaranteed.

**J. R. PALMER & SON**  
Blackduck, Minn.

Mention The American Nurseryman when you write.

## PIN OAK SEEDLINGS

	Per 100	Per 1000
6 to 12 ins.....	\$ 6.00	\$ 55.00
12 to 18 ins.....	8.00	75.00
18 to 24 ins.....	12.00	100.00
2 to 3 ft.....	17.00	140.00
3 to 4 ft.....	22.00	190.00
4 to 5 ft.....	30.00	250.00
*4 to 5 ft.....	75.00	.....
*5 to 6 ft.....	100.00	.....
*6 to 8 ft.....	150.00	.....

\*Well-branched, straight, good for cash sales.

**LEAVENWORTH NURSERIES**  
12th and Vilas Leavenworth, Kan.

## ROSE SOCIETY OFFICERS

A 60-year precedent was shattered September 1 when a woman was elected president of the American Rose Society. Mrs. Nat Schoen, Vancouver, Wash., was overwhelmingly chosen by more than 3,000 votes of the 16,500 in the American Rose Society. The new president, who takes office January 1, 1960, is known from east to west as a "down to earth" rose grower, author, lecturer and rose friend. Her ability to get a job done is illustrated by the many local rose societies she organized during her years as director of the Pacific northwest district of the A. R. S. and in the publication of a district bulletin, the Northwest Rosarian.

Vice-president for 1960 is Joseph J. Klima, University Heights, O. He is the first Buckeye state resident ever to serve in this office and hails from the center of the vast membership area composing the American Rose Society.

New and re-elected directors at large to the A. R. S. board include Dr. W. L. Ayers, Lafayette, Ind.; Robert Lawton, Cincinnati, O.; C. H. Lewis, Salem, Va., and Lester V. Smith, Chattanooga, Tenn.

## ARKANSAS CONVENTION

[Continued from page 7]

have work done again. Mr. Schatz related that 90 per cent of the cards are returned.

With several hundred jobs on hand before the season opens, he is able to sort out the jobs according to streets, making it possible to do \$1,000 worth of spraying per week. June 1, at which time it is necessary to spray for bagworm, enough customers are on hand to keep his employees busy until July.

At this time it is possible to spot the bagworms from the street, he said, and house-to-house solicitation is profitable. Mr. Schatz related that an average of seven jobs out of every 10 solicited in this manner are received. In order to encourage the practice among his employees he pays them a 10 per cent bonus on any new customers obtained. He said that 5 to 8 p. m. is the best time for door-to-door selling. It is ordinarily difficult to obtain employees to work these hours, he added, but the bonus provides sufficient incentive.

### New Employees

Obtaining good employees, he stressed, is the most vital point in running a successful maintenance business. They should know something about the nursery trade. Personality and honesty are important,

## New and Coming Sure-Fire Roses

### BINGO

(Plant Pat. No. 1392)  
A deep red hybrid tea with grandiflora tendencies. A. R. S. rating 7.9. Suggested retail, \$2.50.

### PINK FRAGRANCE

(Plant Pat. No. 1493), A. R. S. 1958, 7.6. A many-petaled pink rose with outstanding lustrous foliage. Suggested retail, \$2.50.

Each	Each	Each	Each
1 to 9	10 to 19	20 to 99	100 to 249
\$1.00	\$1.40	\$1.25	\$1.20

Each 250 and up, \$1.10

**ORDER THESE ROSES FROM ANY OF THE FOLLOWING NURSERIES:**

**The Monroe Nursery Co.**  
Monroe, Mich.

**The Greening Nursery Co.**  
Monroe, Mich.

**Peterson & Dering**  
Scappoose, Ore.

**Shenandoah Nursery**  
Shenandoah, Ia.

**Elmer Roses**  
6708 N. San Gabriel  
San Gabriel, Calif.

## Growers of Heavy Landscape Material

Shrubs

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Shade Trees

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## ORNAMENTALS TREES SHRUBS EVERGREENS

Wholesale growers of a general assortment for the best landscape plantings.

## BRYANT'S NURSERIES

Princeton, Illinois

## America's Finest ROSES • BULBS • PLANTS and SHRUBS

WRITE FOR LIST MENTOR, OHIO

**Wayside Gardens**

## TAXUS

Write for Wholesale Price List.

## ANNA NURSERY

Anna, Ill.


## EUONYMUS

Outdoor rooted cuttings.

	Per 100	Per 1000
<b>Alatus compactus</b> .....	\$15.00	\$135.00
<b>Coloratus</b> .....	10.00	80.00
<b>Silver Edge</b> .....	15.00	135.00
<b>Vegetus</b> .....	10.00	80.00

## GILSON GARDENS

Perry, Ohio



You Are Cordially  
Invited to Attend . . .

The MID-AMERICA  
*Lawn, Garden and Outdoor Living*  
TRADE SHOW  
International Amphitheatre, Chicago  
OCTOBER 8, 9, 10, 1959

Be the guest of hundreds of leading manufacturers of lawn, garden, outdoor living and light farm products. Be on hand for Mid-America's premiere showing of your profit-makers for 1960: power lawn mowers, tractors, tillers . . . seeds, fertilizers, chemicals . . . garden tools and equipment . . . porch, patio and casual furniture.

See the widest variety of outdoor living equipment, accessories, supplies and specialties ever displayed under one roof in the Midwest. Plan now to inspect and compare at the most complete trade show of its kind ever held in Mid-America. Write right now for your badge of admission.

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**TAXUS CAPITATA**

200 3 to 4 ft., heavy, sheared, \$10.00 each

**TAXUS COLUMNARIS**

300 4 to 5 ft., heavy, sheared, \$12.00 each

**EUONYMUS VEGETUS**

3000 1-gal., 12 to 15 ins., 90c each

**EUONYMUS COLORATUS**

5000 1-gal., 12 to 15 ins., 15 to 18 ins., 90c each

WE ARE NOT IN BEETLE ZONE

**WILLO'DELL NURSERY**

D. D. Quinn, Prop.

Rt. 42, Ashland, Ohio

**LINERS**

Two-year, field-grown transplants.

	Each		Each
	Per 100		Per 100
<b>Euonymus Sarcocoe</b>		<b>Euonymus Sarcocoe</b>	
6 to 8 ins. ....	\$0.20	15 to 18 ins., B. R. ....	\$1.00
8 to 12 ins. ....	.30	<b>Euonymus erectus</b>	
<b>Clavey's Honeysuckle</b>		15 to 18 ins., B. R. ....	1.00
18 to 24 ins. ....	.20	<b>Euonymus patens</b>	
24 to 30 ins. ....	.30	15 to 18 ins., B. R. ....	1.00

A good supply of the following also available:

Keteleer Juniper  
Burk Juniper  
Mascula Juniper  
Glaucia Juniper

Smith Juniper  
Montmorency Cherry  
Almey Crab Apple  
Cut-Leaved Birch

Write for your copy of our latest trade list.

**SUNNYSIDE NURSERY**

Wholesale growers of the very best  
in quality nursery stock.

Troy, Ill.

**NEED SHADE TREES? BOY! WE GOT 'EM!**

Ash, European White Birch, Chinese Elm, Sweet Gum, Hackberry, Thornless Honey Locust, Moraine Locust, Kentucky Coffee Tree, American Linden, Crimson King Maple, Norway Maple, Rubrum Maple, Sugar Maple, Silver Maple, Pin Oak, Red Oak, Japanese Pagoda, Tulip Tree, Weeping Willow, Mimosa and Sycamore.

All trees grown in rows 8 ft. apart, 2 to 4 ft. apart in the row for better root and top development. Sizes on above trees 1½ to 4-in. cal. Write for special prices on quantity or carloads. If you haven't received our new fall wholesale price list—write for one.

**EGYPTIAN NURSERY & LANDSCAPE CO.**

Farina, Ill.

2 miles north of Farina on R. 37  
Phone: 3551 — Night Phone: 3553 or 2641

he said, as the persons he employs to do the work also collect for the jobs. The personal appearance of the individual is also important, said Mr. Schatz, and suggested buying or renting uniforms for maintenance workers.

When a new man is employed, one of the experienced men works with him for a week or longer. Employees are paid from \$1 to \$1.50 per hour, plus the amount they can earn by obtaining new customers.

His nursery makes a minimum charge of \$3 for a house call. Spraying jobs carry an additional charge of 50 cents for each gallon of spray material used. Thus, for shade trees, the cost to the homeowner ranges from \$3 to \$8 per tree. For fertilizing jobs a charge is made of two tenths of a cent per square foot of land. A charge is made of \$1 per inch diameter for fertilizing shade trees. Fertilizing shrubs and roses is done at the rate of 10 cents per plant and up. Pruning is done at the rate of \$2.50 to \$5 per hour, plus \$3 per load for hauling away trash.

**Nurserymen's Aids**

Mr. Schatz recommended three booklets to help employees recognize various insects and diseases: Plant Pest Handbook, published by the extension service of the University of Connecticut, Storrs; Controlling Insects and Diseases on Ornamental Trees, extension bulletin 269, Michigan State University, East Lansing, and 1959 Insect Control Recommendations for Missouri, released by the agricultural extension service, Missouri College of Agriculture, Columbia.

Mr. Schatz concluded by saying that selling maintenance work is a matter of educating homeowners to the need for it. Once that is done, he said, it is easy to convince the public that a commercial nursery is able to do a better job than an itinerant peddler.

Next to appear on the program was Dr. E. M. Crolley, director of the experiment station, University of Arkansas, Fayetteville. Having been sent to Korea several years ago and having recently returned from a 3-month leave in India, where he was one of a team of experts sent to study India's agricultural problems, Dr. Crolley showed a series of slides on gardens and other subjects of horticultural interest.

The gardens of Japan showed the prevalent use of specimen trees separated by pools. Further slides illustrated the fact that foreign countries, even though poverty stricken, have some of the best landscaped

# NEPCO LAKE NURSERY

Growers of Quality Evergreen Seedlings  
Transplants and Lining-out Stock

*Write for Current Price List*



**NEKOOSA-EDWARDS PAPER CO.**  
**PORT EDWARDS, WIS.      PHONE: 4037**



**Hardy Northern-Grown Stock**  
**at WHOLESALE**

**JEWELL NURSERIES, Inc.**

*Write for Price List.*

**Box 457, LAKE CITY, MINN.**

parks and streets in the world. Viewed with interest were the steeply terraced fields, beautiful gardens and well-kept state parks in India.

#### Customer Relations

Rounding out the morning program was an informative talk by R. W. Lansford, associate professor of marketing, University of Missouri, Columbia, entitled, "How Large Is Your Bank Account of Customers?"

Professor Lansford said that people buy for four reasons: First, for variety—to avoid having the same thing as somebody else; second, for romance—to make an impression on people; third, for livelihood—to obtain the necessities of life, and fourth, to gain personal worth. He advised the nurserymen to make buyers feel

that an item is worth more than the money being spent for it. He added that people also want to know what a product will do for them. Professor Lansford stressed that enthusiasm in one's work is most important. Helping a customer to buy is only the start on the road to success. It is the repeat sales that count, because every satisfied customer will bring in many more prospects. He also urged nurserymen to make more use of their telephones which, he said, are among the most valuable pieces of equipment in the shop, because they are a means of getting one's foot into the door when trying to make sales.

Professor Lansford stressed the fact that ingenuity and the ability to think are essential. He recited

that men become big by doing what they do not want to do when they do not want to do it.

Pointing out to the audience that to be able to sell is the greatest privilege in the world, Professor Lansford ended his talk by reading the eight "do mores": Do more than exist—live; do more than touch—feel; do more than look—observe; do more than read—absorb; do more than hear—listen; do more than listen—understand; do more than think—ponder, and do more than talk—say something.

#### Annual Banquet

After having spent a free afternoon at entertainment of their own choice, the nurserymen gathered at the McDonald Steak House for the

## FOR FALL LINING OUT

Use the best and heaviest liners you can find — like these —



**PYRAMID ARBORVITAE**

These liners, like our Pfitzers, taxus and biotas, are heavy.

	Each rate	Each 1000 rate
<b>PYRAMID ARBORVITAE</b>		
3-yr., TT., 18 to 24 ins.	<b>\$0.60</b>	<b>\$0.55</b>
3-yr., TT., 24 to 30 ins.	<b>.70</b>	<b>.65</b>
<b>BIOTA AUREA NANA</b>		
3-yr., TT., 9 to 12 ins.	<b>.45</b>	<b>.40</b>
3-yr., TT., 12 to 15 ins.	<b>.55</b>	<b>.50</b>
<b>JUNIPERUS, PFITZER</b>		
9 to 12 ins., TT.	<b>.50</b>	<b>.45</b>
12 to 15 ins., TT.	<b>.65</b>	<b>.60</b>
<b>TAXUS CUSPIDATA</b>		
5-yr., TT., heavy.	<b>.75</b>	<b>.70</b>
<b>TAXUS INTERMEDIA BERRYHILLI</b>		
5-yr., TT., heavy.	<b>.80</b>	<b>.75</b>
<b>EUONYMUS ALATUS</b>		
4-yr., TT., 18 to 24 ins.	<b>.45</b>	<b>.40</b>
5-yr., TT., 24 to 30 ins.	<b>.70</b>	<b>.65</b>
<b>EUONYMUS ALATUS COMPACTUS</b>		
4-yr., TT., 10 to 15 ins.	<b>.45</b>	<b>.40</b>
4-yr., TT., 15 to 18 ins.	<b>.55</b>	<b>.50</b>
5-yr., TT., 18 to 24 ins.	<b>.70</b>	<b>.65</b>
<b>EUONYMUS SARCOXIE</b>		
3-yr., TT., 12 to 15 ins.	<b>.50</b>	<b>.45</b>
<b>VIBURNUM CARLESI</b>		
4-yr., TT., 18 to 24 ins.	<b>.60</b>	<b>.55</b>

And many more varieties ready for quick shipment. 50 to 300 plants at the 100 rate; 300 and up at the 1000 rate.

**BERRYHILL NURSERY CO.**  
P. O. Box 696 Springfield, Ohio

## ILEX

*Crenata convexa* (Japanese Holly)  
Hetz (Hetz Japanese Holly)

	Each
10 to 12 ins., B&B.	<b>\$1.50</b>
12 to 15 ins., B&B.	<b>2.00</b>
15 to 18 ins., B&B.	<b>2.50</b>

**KINGWOOD NURSERIES**  
Mentor, Ohio

annual banquet, at which a buffet dinner was served. They were entertained by the Knights of the Bath, the all-business or professional men's quartet, members of the Society for the Preservation and Encouragement of Barbershop Quartet Singing in America, Inc. This group won second place at the Chicago convention of Lions International in 1958. Also singing for the nurserymen were the Shy-Annes, a girls' quartet, members of the Sweet Adelines, Inc., famous in the south.

The final day of the convention began with a talk on sales potential for nurserymen presented by Joe Kelly, vice-president of the Ozark Nursery Co., Tahlequah, Okla. He said that the 1950 sales volume of garden centers, amounting to \$2 billion, had doubled in 1958, when \$2 billion of sales were made on lawn equipment and supplies. In 1956, Mr. Kelly added, only 700 firms used the term garden center with their name, while two years later 7,000 firms had adopted this wording.

Mr. Kelly asserted that the nurseryman needs to adopt a positive attitude to his business. Unfortunately, he said, many nurserymen have convinced themselves that theirs is a seasonal business. In 1950 supermarkets controlled 1 per cent of the garden business. By 1958 this figure had risen to 12 per cent. To fight this invasion of supermarkets into the realm of the nursery business, one state raised its licensing fees. But this only forced several small nurseries out of business. Another state instituted a strict grading law forcing the supermarkets to demand better stock from their growers. This resulted in increased sales for the chain stores.

### Nursery Advantages

Nurseries have an advantage over supermarkets because the owners are specialists, Mr. Kelly continued. This should be advertised and be realized by the public. The nurseryman who grows his own stock can tell his customers that the plants he sells are grown locally and therefore adapted to the local climatic conditions. In Oklahoma a slogan is used, "Let professional hands do your planting."

While chain stores are conveniently located for persons to shop, a nursery has to provide a reason to get a customer to come in. This can be done through the use of special sales, Mr. Kelly said.

The nurseryman should be proud of the plants he sells, and nurserymen that have been in business for a long time should advertise the fact. All



**Pfitzer Juniper**

	Each
<b>Pfitzer Juniper</b>	
6 to 10 ins., bare-root	<b>\$0.06</b>
Plant Bands	<b>.16</b>
<b>Andorra Juniper</b>	
6 to 8 ins., bare-root	<b>.05</b>
Less than 300, total order, 2¢ more per plant. Less than 50 of any item, 4¢ more per plant. See classified under lining-out stock for other items.	

**McININCH GREENHOUSES**  
St. Joseph, Mo.

## NORTHERN-GROWN STOCK

Evergreen Liners  
Ornamental Shrubs  
Fruit Trees  
French Lilacs  
Shade and Ornamental Trees  
Philadelphus Minnesota Snowflake  
(Plant Patent No. 538).

Send for complete list.

**J. V. BAILEY NURSERIES**  
1325 Bailey Rd. St. Paul 6, Minn.

**Bentley's**  
**HARDY PLANTS**  
QUALITY—SERVICE  
Perennials a Specialty.  
2559 Mentor Ave. MENTOR, O.

Northern-Grown Liners  
Christmas Tree Seedlings  
Potted Evergreens

Send for price list.

**JOHN G. ZELEKA EVERGREEN NURSERY**  
Rt. 2, Grand Haven, Mich.



plants should be labeled and each item of merchandise priced. This establishes confidence, Mr. Kelly pointed out. He concluded by urging nurserymen to make tie-in sales.

Completing the morning program was the association's business session. Jack Jones, Southwest Landscape Co., Dallas, Tex., newly elected president of the Texas Association of Nurserymen, was introduced and he invited the nurserymen to attend next year's T. A. N. convention at Dallas, which will have close to 150 exhibits and a new Cadillac automobile for a prize, Mr. Jones said. Headquarters will be the Baker and Adolphus hotels.

Clark Kidd, Arp Nursery Co., Tyler, Tex., director of region 5 of the American Association of Nurserymen, talked on chapter activities. Then Dr. Victor H. Watts, department of horticulture, University of Arkansas, was introduced and he related that the department has now obtained funds in the budget to hire a man to do research and work in the ornamental nursery field. He hoped to find a man shortly. Dr. Watts related that the university is trying to get a collection of crape myrtle plants established. Also, he said, a man is making a study of nutritional requirements of acid-soil plants, such as azaleas and camellias.

Final acts of the convention were election of officers, adoption of the report of the resolutions committee and the reading of the minutes and treasurer's report as printed earlier. The convention ended with a chicken barbecue luncheon at the Velda Rose motel.

#### WILSON FLORIDA BRANCH

To provide faster and better service for its southern customers, Wilson Plastics, Inc., Sandusky, O., recently opened a branch factory at Orlando, Fla., called Wilson Plastics of Florida, Inc. The new establishment features a high degree of automation in its equipment and will produce the full line of Wilson plastic plant pots.

RECENTLY opened was the Mt. Gunstock Nurseries & Garden Center, Route 11A, Laconia-Gilford, N. H. The business is managed by Mr. and Mrs. Fred R. Kuss. Mr. Kuss is the son of Mrs. Fred A. Kuss, who owns and operates Ridgewood Gardens, Laconia, N. H.

NEWLY established is the ABC Nursery, Scottsbluff, Neb., owned by Stan Miwa.

## PLUMFIELD NURSERIES PRESENTS



## REDMOND LINDEN

The Outstanding Lawn, Park and Shade Tree  
for All Modern Plantings

Wholesale Prices for Spring, 1960

F.O.B. Fremont, Neb.

	Per 10	Per 100
8 to 9 ft. ....	\$35.00	\$325.00
7 to 8 ft. ....	30.00	275.00
6 to 7 ft. ....	25.00	225.00
5 to 6 ft. ....	16.50	150.00
4 to 5 ft. ....	13.00	110.00

Terms: Per our published list.

Write us today for illustrated folder.

## PLUMFIELD NURSERIES

Box 471, Fremont, Neb.

### 10,000 RED BARBERRY

Finished Stock

15 to 18 ins.      18 to 24 ins.      2 to 3 ft.

### 5000 GREEN BARBERRY

In Same Sizes

Bushy, Well Cultivated and Clean

Also CALIFORNIA PRIVET that did not freeze back last winter.

2-yr., 18 to 24 ins., 2 to 3 ft.

3-yr., heavy, 2 to 3 ft., 3 to 4 ft.

In Quantity

Your Inspection Is Invited

Phone: EL 2-1803 or write:

## JOHN G. STROPKEY & SONS NURSERIES

485 Bowhall Rd.

Painesville, Ohio

# **NOW! RESERVE ORDER YOUR**

**TO INSURE YOUR COMPLETE SELECTION,  
PLACE YOUR ORDER NOW ... EACH PLANT  
WILL BE SELECTED AND RESERVED FOR  
YOUR SPECIFIC SHIPPING DATE IN THE  
SPRING**

**ANY ORDER OF \$250<sup>00</sup> or MORE  
DELIVERED DIRECT TO YOUR NURSERY**



**We ship all over the United States. For complete details on  
semi-shipments direct to your nursery, write for further infor-  
mation. When ordering a full truck load it will result in  
additional saving on freight.**

**PACKING, LOADING AND BRACING ARE FREE.**

# YOUR Spring PROFITS

## On 1, 2 and 5 gal. Container Grown Plants

*Also* ... Insist on MN Pot-Grown Liners every time

### HERE'S WHY!

- ★ LARGEST SELECTION OF POT-GROWN LINERS IN THE UNITED STATES.
- ★ CAN BE SHIPPED 12 MONTHS OF THE YEAR.
- ★ LESS LOSS.
- ★ HUSKIER LINERS.
- ★ PACKED FREE.
- ★ AND ... REMEMBER, WE SHARE YOUR SHIPPING COSTS ON MN LINERS.

Distance is no longer a penalty when you order MN pot-grown liners. No matter where you live, we share your shipping costs with savings up to 50 per cent and more.

No other charges to pay; your share of the shipping costs appears on one bill — at these low rates liners laid down your nursery — via our choice of carrier.

**WEST OF THE MISSISSIPPI**  
(Including Minnesota and Louisiana)

2 1/4" pot **1¢**      2 1/2" RP & 3" pot. .... **2¢**

**EAST OF THE MISSISSIPPI**

2 1/4" pot **2¢**      2 1/2" RP & 3" pot. .... **4¢**



# MONROVIA NURSERY Co.

P.O. BOX Q, AZUSA, CALIFORNIA



# Training for Horticulture

*By the Staff, Horticulture Department, Purdue University*

Careful analysis of current trends and the opinions of acknowledged leaders in horticulture and allied industries resulted in major curricular changes in the undergraduate program at Purdue University, Lafayette, Ind. The new curriculum recognizes the current needs of the professional areas in horticulture and provides a balanced program of training in the basic sciences, communications, humanities and business plus a broad understanding of agriculture.

Much of the vocationalism has been deleted from the courses offered in our department. The collection of specific facts is much too numerous for one person to memorize and assimilate. Adding to the dilemma is the situation that, with increased research findings, these vocational facts are changing rapidly and many, no doubt, will be changed by the time the student is on the job.

The only possible way to teach the students to cope with the infinite practical problems that they will encounter after graduation is to teach them basic principles along with examples. They should be able then to apply this background of knowledge to specific problems.

The following qualifications are required in the horticultural science option at Purdue to earn the degree of bachelor of science in agriculture:

	Semester hours
1. A total of .....	136
2. Mathematics .....	6
3. Chemistry .....	14
4. Physics .....	4
5. Botany .....	4
6. Zoology .....	4
7. English and Speech .....	15
8. Business and Economics .....	6
9. Nonagricultural electives .....	12
10. Freshman electives in agriculture .....	9
11. Bacteriology .....	4
12. Genetics .....	4
13. Entomology .....	3
14. Plant physiology .....	4
15. Plant pathology .....	4
16. Horticulture in Jr. and Sr. years .....	15
17. Additional electives .....	28
18. Eight weeks' employment in a horticultural industry.	

A horticultural curriculum that permits the student to graduate with essentially no botany, chemistry, mathematics, physics, biochemistry, plant physiology, plant pathology, genetics and entomology is short-changing the students.

Along with the increase in basic sciences, the students must be sub-

jected to history, government, composition, speech, literature, economics, business, psychology and sociology. They should take these courses even though the students may be the first to tell you they do not "need" these extra courses and, besides, they would rather take another course in horticulture.

## Revised System

Courses are offered by the department of horticulture in fruit, vegetable crops, floriculture, nursery management, landscape design and food processing. All students are assigned to the horticultural science option; they are no longer classified as a vegetable crops major, fruit major, floriculture major, etc. Many of the courses have been deleted or revised; new ones have been added,

particularly in ornamental horticulture and landscape design.

Each student either selects or is assigned to a staff counselor. The counselor is a staff member who wants to counsel and is interested in the welfare and progress of the student. The counselor helps the students with the scheduling of their courses, advises them concerning any problem they may have and motivates them to excel in their studies and to put "academic competition" in its proper place.

Approximately two counseling sessions are scheduled per semester, but the student may consult with his counselor at any time. Counseling is an extremely important and essential part of our undergraduate program.

The comment has been made from time to time, "They cannot do research; so we will let them teach." This policy is wrong; qualified, highly effective teachers (even if they are good research scientists) must be

## FALL, 1959 SPRING, 1960

X Pin Oak (*Quercus palustris*)  
XX Red Oak (*Quercus borealis rubra*)

	Per 100	Per 1000
X, XX 9 to 12 ins., heavy.....	\$ 6.00	\$ 55.00
X, XX 12 to 18 ins., heavy.....	8.00	75.00
X, XX 18 to 24 ins., heavy.....	12.00	100.00
X, XX 2 to 3 ft., heavy.....	17.00	140.00
X, XX 3 to 4 ft., lightly br.....	25.00	220.00
X, XX 4 to 5 ft., lightly br.....	35.00	300.00
X 5 to 6 ft., lightly br.....	60.00	550.00
X 7 to 8 ft., lightly br.....	90.00	850.00

We also have a plentiful supply of larger Pin Oak; also Red and White Oak, B&B sizes.

**Haggerty's LANDSCAPE NURSERY**  
2600 S. 48th St. Lincoln 6, Neb.

## Wisconsin Landscape Gardeners and Nurserymen!

### TRAUTMAN NURSERIES

are again offering a large selection of choice ornamental stock for fall planting.

Nursery located

1 1/2 mi. west of U. S. 41 on Racine County Trunk K

Send for list.

**TRAUTMAN NURSERIES**

R. 1, Box 379

Franksville, Wis.



# Scarff's Nursery, Inc.

Tel. Victor 5-2561

New Carlisle, Ohio

—Finest Miami Valley Grown Stock—

## Evergreens

All well-filled specimen stock,  
hand dug with a solid clay ball  
of earth.

*Taxus hicksii*  
*Taxus capitata*  
Upright Juniper  
Dark Green American Arborvitae  
Korean Boxwood  
*Euonymus Sarcocoe*

## Fruit Trees

Apple — Peach  
Sweet and Sour Cherry  
Pear and Plum  
Dwarf Apple and Peach

## New 'Midnite' Blackberry



## Small Fruits

Red and Black Raspberries  
Blackberries — Blueberries  
Currants and Gooseberries  
Rhubarb and Asparagus

## Ornamental Shrubs

*Cornus elegantissima*  
*Cotoneaster divaricata*  
*Cydonia japonica*  
Forsythia, in variety  
*Kolkwitzia amabilis*  
*Syringa microphylla*  
*Viburnum mariesii*  
*Viburnum burkwoodii*  
*Viburnum lantana*  
*Weigela vaniceki*

## Lining-Out Stock

Crimson Pygmy Barberry  
*Euonymus Sarcocoe*  
Forsythia *brunxensis*  
*Pyracantha runyonii*  
Vicary Privet

Send for Complete Trade List and Prices of Fruits, Ornamental Shrubs, Vines, Evergreens, Special Mail-Order Items and Lining-Out Stock.

assigned the responsibility of developing and instructing the undergraduate courses.

This past year additional staff members within the department of horticulture at Purdue were invited, and have consented, to teach some of the undergraduate courses. This means that the undergraduate student now has an opportunity to know, and to learn from, many more members of the staff. At the same time, some of the staff members who were full-time instructors now will have a chance to do research, which will make them even better teachers.

The department has added new laboratory facilities to help illustrate the basic principles of horticulture. These facilities include additional property for growing materials for teaching and plastic greenhouses where laboratories can be conducted during the winter months.

The staff of the department supports actively the Student Horticultural Club and encourages the students to participate in this and other horticultural extracurricular activities.

Research work has expanded greatly in the department. We have a policy of giving the horticultural

## HEAVY TRANSPLANTED EVERGREENS

Ideal for Canning or Lining Out  
Field-Grown and Pruned for Compactness

	Each Per 10	Each Per 100	Each Per 1000
<b>Juniper, Pfitzer</b>			
18 to 24 ins., TTT. ....	\$1.45	\$1.35	\$1.25
15 to 18 ins., TTT. ....	1.10	1.00	.90
12 to 15 ins., TTT. ....	.85	.80	.75
<b>Juniper, Hetz</b>			
18 to 24 ins., TTT. ....	1.45	1.35	1.25
15 to 18 ins., TTT. ....	1.10	1.00	.90
12 to 15 ins., TTT. ....	.85	.80	.75
<b>Juniper, Savin</b>			
15 to 18 ins., TTT. ....	1.10	1.00	.90
12 to 15 ins., TTT. ....	.85	.80	.75

Write Today for Complete List

**PLUMFIELD NURSERIES, INC.**

Box 471

Fremont, Neb.

science majors the first opportunity for employment on the research projects. Of more importance to the students than the money they have earned are their contacts with the staff and the valuable experience they have acquired.

We feel that we have something to offer in terms of a sound program of undergraduate training in horticulture. We have strong support for this program from many different groups. We are confident that, in

the not too distant future, the program will attract intelligent young men and women in increasing numbers who will be able to render productive service to the horticultural industry of our state and nation.

INMAN W. GREENE has rejoined the landscaping staff of Palmer Nurseries, Osprey, Fla., after spending almost a year on Florida's east coast.

**TAXUS ★ TAXUS ★ TAXUS***Quality never better!*

\*Taxus media Amherst  
12 to 15 ins., 15 to 18 ins., 18 to 24 ins.

\*Taxus media Brownhelm  
12 to 15 ins., 15 to 18 ins., 18 to 24 ins.

Taxus media Hicks  
15 to 18 ins., 18 to 24 ins.

Taxus media Sebian  
15 to 18 ins., 18 to 24 ins.

Taxus media Ward  
12 to 15 ins., 15 to 18 ins.

Ilex crenata convexa  
15 to 18 ins., 18 to 24 ins.

Ilex crenata hetzi  
15 to 18 ins., 18 to 24 ins.

Ilex crenata rotundifolia  
15 to 18 ins., 18 to 24 ins.

24 to 30 ins., sheared, specimen

Viburnum carlesi

Sizes to 4 ft.

Euonymus alatus compactus

2 1/2 to 3 ft., specimens

\*Taxus media Amherst  
New spreading type, heavy foliage, good winter color, no winter damage.

\*Taxus media Brownhelm  
Spreading type, finer foliage, berries, grows fast and stays bushy, no winter damage.

Write for prices. Inspection invited.

**MITISKA NURSERY**

Amherst, Ohio

**WISCONSIN - GROWN  
CHRISTMAS TREES**

Balsam Fir, Native  
and Plantation Spruces

Sheared Scotch, White  
and Red Pines

Boughs, Wreaths,  
Roping

Write for List of  
Producers and Products  
Offered in 1959

**WISCONSIN CHRISTMAS TREE  
PRODUCERS ASSOCIATION, INC.**

Rm. 2, Forestry and Wildlife Bldg.

424 University Farm Pl.

Madison 6, Wis.

**Nebraskans Tour  
Nurseries at  
Summer Meeting**

By James Elliott

The annual summer meeting of the Nebraska Association of Nurserymen was held August 24, hosted by Marshall's Nurseries, Arlington, and Plumfield Nurseries, Inc., Fremont, Neb. A total of 135 members met at this informal occasion and had the opportunity to make new friends and renew old acquaintances.

Members registered in the morning at Marshall's Nurseries, where they later toured the fields. In the lath houses they could see small evergreens and container-grown shrubs. They viewed with interest the several acres of specimen evergreens and large shade trees spaced to be sold as balled and burlapped grades to retail customers.

It was explained to members that the soil management program at Marshall's Nurseries includes terracing of all fields, with the nursery stock planted on the contour. To maintain soil productivity a combination of soybeans and sudan grass is used for green manure. In some instances soybeans are planted as a grain crop in rotation with nursery crops. Lloyd Marshall said that this practice keeps the soil in good physical condition and aids in weed control.

At noon the group enjoyed a delicious buffet style, fried chicken dinner, served at the Fremont Country Club, with the compliments of the host nurseries. During the luncheon, Lloyd Marshall, president of the N. A. N., spoke briefly and extended an invitation to attend the winter convention December 7 and 8 at the Cornhusker hotel, Lincoln. He said attendance would be profitable because a good program is being planned. Vern Marshall, past president of the A. A. N., and Mort Cooper, who made the arrangements for the lunch, extended the official welcome for each of the respective hosts.

**Plumfield Tour**

During the afternoon, visitors inspected Plumfield Nurseries. They viewed the lath houses as well as the container evergreen operation, consisting of 25,000 evergreens in 1-gallon Plantainers, 50,000 evergreens in 4-inch pots and 150,000 in 2-inch pots.

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Fedora, pink, kaempferi  
Herbert, double purple, Gable  
9 to 12 ins., B&B.....\$1.35  
12 to 15 ins., B&B..... 2.00

Rosebud, double pink, Gable  
Thais, red, kaempferi  
9 to 12 ins., B&B..... 1.50  
12 to 15 ins., B&B..... 2.25

Mollis, mixed  
9 to 12 ins., B&B..... 1.15  
12 to 15 ins., B&B..... 1.50  
15 to 18 ins., B&B..... 1.75  
18 to 24 ins., B&B..... 2.25

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	Each	Each
	Per 10	Per 100
1 1/4 to 1 1/2-in. cal.	\$2.50	\$2.00
1 1/2 to 1 3/4-in. cal.	2.75	2.25
1 3/4 to 2-in. cal.	3.00	2.50

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acres of nursery stock, members saw over 19 million forestry seedlings being grown for reforestation, soil conservation, wildlife cover and understocks. All the farms are under complete irrigation either with city water or water from wells up to 98 feet deep.

The horizontal or creeping juniper varieties that could be compared while growing in the field drew much attention. Modern cold-storage facilities at the nursery consist of three cold rooms which are automatically kept at 34 to 36 degrees Fahrenheit while in use.

The past growing season was favorable for both nurseries. Many commented on the good quality of stock they saw throughout the day. Some were surprised to see such few weeds in spite of the abnormally heavy rainfall during May and August, when nearly 10 inches of rain fell. Most of the nurserymen agreed that they had a good selling season last year, which caused an air of optimism for the coming year.

### WILLIS NURSERY HOST

The Kansas City Association of Nurserymen (Missouri-Kansas) was entertained at a field day and barbecue at the Willis Nursery Co., Ottawa, Kan., September 8. The day was spent in touring the fields, container-growing grounds and greenhouses at Ottawa and was followed by an open-pit rib barbecue on the greenhouse grounds in the evening.

Fifty nurserymen of the association and guests from Kansas State University, Manhattan; Kansas University, Lawrence; Chesmore Seed & Nursery, St. Joseph, Mo.; Skinner & Co., Topeka, Kan., and the Mount Hope Nurseries, Lawrence, Kan., had the opportunity of seeing the entire assortment of Willis nursery stock under field conditions and a chance to discuss their individual problems in growing, distribution, sales and promotion.

After the barbecue in the evening, the association held a short business meeting, which was presided over by the secretary, Andrew Klapis, Raytown Nurseries, Raytown, Mo. Dr. Hugh E. Thompson, of the department of entomology at Kansas State University, was asked to make a preliminary report on findings resulting from his summer work on the control of mites and bagworms in the nursery. Although all of the projects are not complete, Dr. Thompson reported, several facts on the various chemicals tested have become apparent. A final report on the summer testing program will become available later in the year.



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Distinctive, stately variety with strong trunk and shapely crown. Needs no staking. Dark green foliage has heavy, leathery texture.



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Rt. 2, Cedar Rapids, Ia.

#### CHRISTMAS TREES

Nursery-Grown

**VANS PINES**  
West Olive, Mich.



## LINING-OUT STOCK

Fall, 1959, and Spring, 1960  
Potted and Transplanted Stock

	Per 100	Per 1000
<b>ARBORVITAE, Woodward Globe</b>		
2-yr., 2 1/4-in. pots, 6 to 8 ins.	\$17.50	\$150.00
<b>BUXUS angustifolia</b>		
2-yr., 2 1/4-in. pots, 4 to 6 ins.	25.00	200.00
<b>BUXUS fastigiata</b>		
3-yr., 3-in. pots, 6 to 8.	40.00	....
<b>BUXUS koreana</b>		
2-yr., 2-in. pots, 4 to 6 ins.	25.00	200.00
3-yr., 2-in. pots, 6 to 8 ins.	35.00	300.00
<b>BUXUS sempervirens</b>		
2-yr., 2 1/4-in. pots, 4 to 6 ins.	22.50	200.00
3-yr., 2 1/4-in. pots, 6 to 8 ins.	25.00	225.00
3-yr., 2 1/2-in. pots, 6 to 8 ins. (bushy)	27.50	250.00
<b>BUONUMUS erectus</b>		
2-yr., 2-in. pots, 4 to 6 ins.	20.00	....
<b>JUNIPER, hetzi</b>		
2-yr., 2 1/4-in. pots	20.00	175.00
<b>JUNIPER, Pfitzer</b>		
3-yr., 2 1/4-in. pots	20.00	175.00
3-yr., T. heavy plants.	43.00	400.00
<b>TAXUS cuspidata</b>		
1-yr., 2 1/4-in. pots	20.00	175.00
2-yr., 2 1/4-in. pots	22.50	200.00
<b>TAXUS hicksii</b>		
2-yr., 2 1/4-in. pots	25.00	225.00
<b>VIBURNUM plicatum tomentosum</b>		
1-yr., 2 1/4-in. pots, 6 to 8 ins.	20.00	175.00
2-yr., 2 1/2-in. pots, 8 to 10 ins.	22.50	200.00
<b>WEIGELA vaniciei</b>		
1-yr., 2 1/4-in. pots, 6 to 8 ins.	20.00	175.00

Cash with Order for Fall, 1959, Delivery  
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One of the world's  
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**Forrest Keeling  
Nursery**  
Elsberry, Mo.  
Hugh Stevenson, Prop.

**MISSOURI  
GROWN  
IS HARDY**

## N. J. Scott Sells Canadian Nursery

Norman J. Scott recently announced the sale of Brookdale-Kingsway Nurseries, Bowmanville, Ont., Canada, to Elmer T. Banting, Bowmanville, and John E. Chester and Ian H. Smith, both of Toronto. The purchasers were to take possession immediately, with Mr. Scott continuing in an advisory capacity for up to one year.

Mr. Banting, former manager of Brookdale-Kingsway's wholesale division, will act as president of the company and will also have charge of production and wholesale distribution. A graduate of the Ontario Agricultural College, Guelph, Ont., he was branch manager of the H. C. Downham Nursery Co., Ltd., for eight years before joining Brookdale-Kingsway a year ago.

Mr. Smith, partner in a Toronto law firm, is the new general manager of the nursery company, and Mr. Chester will head the retail division, including sales promotion and advertising. He was formerly associated with the Continental Can Co. in the packaging research division.

Mr. Scott, who cited ill health as his reason for selling the nursery firm, is nationally and internationally known as an outstanding nurseryman. He has appeared as guest speaker at many Canadian and United States nurserymen's conventions, has contributed articles to European and American trade publications and recently became a member of the Universal Rose Selection Society.

### Nursery Ranks High

He joined Brookdale-Kingsway as manager at the age of 25, after graduating from the Ontario Agricultural College and receiving his master's degree from Ohio State University, Columbus. The nursery, founded in 1919, was in poor condition, financially and physically, when Mr. Scott took over management in the late 30's. Under his direction, however, it has grown steadily and is now one of the foremost nurseries on the continent, supplying nursery stock through its catalog to retail customers all over Canada, and enjoying a large volume of wholesale trade with Canadian and United States nurseries.

Mr. Scott introduced color into the firm's catalog and steadily increased its use to make the Garden Guide, as the catalog is now called, the finest color publication of its kind

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Hydrangea P. G.  
Hydrangea P. G. (Tree Form)  
Ornamental Trees  
Grapevines, 1-yr. and 2-yr.

Thorne Brewster

**WILLOWBEND NURSERY**  
PERRY, O.

### VICARY PRIVET

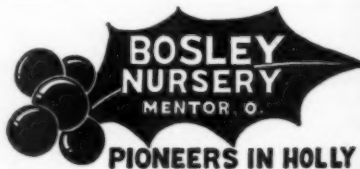
Lovely golden-leaved variety. Extremely adaptable for a striking border. Retains full golden color from spring to fall. Beautiful for rose bed borders. Should have full sun.

Per 10 Per 100 Per 1000  
Liners in 2-in. pots .....\$2.00 \$18.00 \$150.00  
Large Quantities Available.

**BEARDSLEE NURSERY** PERRY, O.

**ARMINTROUT'S EVERGREEN NURSERY**  
ALLEGAN, MICH.

Seedlings—Transplants  
Finished Stock  
Send for price list.



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**AMERICAN NURSERYMAN**

in Canada. Another of his innovations is the Garden Guide's "How To Do It" section, which gives homeowners detailed and illustrated instructions on the planting, pruning, culture and winter protection of various types of ornamentals. This section will be expanded in the 1960 catalog to include instructions and suggestions for designing and planting home landscapes.

Operations of the nursery were also improved and expanded under Mr. Scott's direction. A mechanization program for greater efficiency in handling and shipping orders was put into effect with the construction of two new storage and processing buildings in 1955, and an additional large storage structure featuring an elaborate system of temperature control was built last year.

### Retirement Projects

Though his health has obliged him to restrict his activities, Mr. Scott does not plan to retire completely from the horticultural field. After his year of advisership with the new operators of Brookdale-Kingsway is completed, he intends to move to Toronto. From there he will direct two other businesses now being established.

One of these, the Scott's Cure Insecticide & Fungicide Co., will sell and distribute a formula that was previously sold only by Brookdale-Kingsway Nursery. The other, Canadian Horticultural Services, will be a consultation service offering evaluations of horticultural products involved in expropriations, insurance claims and adjustments. He also intends, as time permits, to write a book dealing with the problems of amateur gardeners in each of the Canadian provinces.

### CORRECTION

Due to a printers' error, the "Prices and Profits" heading appeared above E. Sam Hemming's article on "Highway Landscaping" in the September 15 issue instead of the regular heading, "This Business of Ours." Our apologies for overlooking this mistake.

DISCONTINUANCE of its landscape department was recently announced by Ernst, Inc., Muncie, Ind. The nursery, garden center and flower shop will continue in operation.

OPENED recently by Oscar Wolfes, Jr., was the nursery called Land of Oz, 7038 North Kedvale avenue, Lincolnwood, Ill., specializing in evergreens and shade trees.

# LINING-OUT STOCK

## Fall, 1959 — Spring, 1960

Field Grown to Obtain Heavy-Caliper, Straight Seedlings

	100	1000		100	1000
<b>AMELANCHIER alnifolia</b>			<b>MULBERRY, Russian</b>		
9 to 12 ins.....	\$ 5.50	\$ 50.00	6 to 12 ins.....	\$ 1.40	\$ 12.00
12 to 18 ins.....	9.00	80.00	12 to 18 ins.....	2.40	20.00
<b>ASH, Green</b>			18 to 24 ins.....	3.20	28.00
12 to 18 ins.....	2.40	20.00	<b>OAK, Bur</b>		
18 to 24 ins.....	3.20	28.00	2 to 3 ft.....	17.00	140.00
2 to 3 ft.....	4.00	35.00	3 to 4 ft.....	22.00	180.00
3 to 4 ft.....	6.00	50.00	4 to 5 ft.....	28.00	240.00
4 to 5 ft.....	8.50	75.00	5 to 6 ft.....	35.00	300.00
<b>CATALPA speciosa</b>			<b>OAK, Pin</b>		
12 to 18 ins.....	2.40	20.00	6 to 12 ins.....	6.00	55.00
18 to 24 ins.....	3.20	28.00	12 to 18 ins.....	8.00	75.00
2 to 3 ft.....	4.00	35.00	18 to 24 ins.....	12.00	100.00
3 to 4 ft.....	5.50	50.00	2 to 3 ft.....	17.00	140.00
<b>CRATAEGUS mollis</b>			3 to 4 ft.....	22.00	180.00
9 to 12 ins.....	7.00	....	4 to 5 ft.....	28.00	240.00
12 to 18 ins.....	9.00	....	<b>OAK, Red</b>		
18 to 24 ins.....	13.00	....	6 to 12 ins.....	6.50	60.00
<b>DOGWOOD, Red Osier</b>			12 to 18 ins.....	9.00	80.00
6 to 12 ins.....	4.00	35.00	18 to 24 ins.....	12.00	100.00
<b>ELM, American</b>			<b>PRUNUS armeniaca</b>		
6 to 12 ins.....	1.40	12.00	12 to 18 ins.....	5.00	45.00
12 to 18 ins.....	2.40	20.00	18 to 24 ins.....	7.00	60.00
18 to 24 ins.....	3.20	28.00	<b>PRUNUS besseyi</b>		
<b>ELM, Chinese</b>			6 to 12 ins.....	2.50	22.00
6 to 12 ins.....	1.40	12.00	12 to 18 ins.....	3.50	30.00
12 to 18 ins.....	2.40	20.00	18 to 24 ins.....	5.50	50.00
18 to 24 ins.....	3.20	28.00	2 to 3 ft.....	8.00	75.00
2 to 3 ft.....	4.50	40.00	<b>PRUNUS subhirtella pendula</b>		
3 to 4 ft.....	7.50	65.00	6 to 12 ins.....	7.00	50.00
4 to 5 ft.....	12.00	100.00	12 to 18 ins.....	10.00	90.00
<b>HONEY LOCUST, Thornless</b>			18 to 24 ins.....	13.00	110.00
6 to 12 ins.....	1.70	14.00	<b>PRUNUS serrulata</b>		
12 to 18 ins.....	2.30	20.00	6 to 12 ins.....	7.00	50.00
18 to 24 ins.....	3.30	30.00	12 to 18 ins.....	10.00	90.00
2 to 3 ft.....	5.00	45.00	18 to 24 ins.....	13.00	110.00
3 to 4 ft.....	8.50	75.00	<b>REDBUD (Cercis canadensis)</b>		
4 to 5 ft.....	14.00	120.00	6 to 12 ins.....	5.00	50.00
$\frac{3}{4}$ to $\frac{1}{2}$ -in. cal. (for budding understock) .....	....	25.00	12 to 18 ins.....	7.50	65.00
<b>KOELREUTERIA paniculata</b>			18 to 24 ins.....	9.00	80.00
9 to 12 ins.....	9.00	80.00	<b>ROSA MULTIFLORA, Thorny</b>		
12 to 18 ins.....	12.00	100.00	$\frac{1}{4}$ -in. cal. and up.....	5.00	45.00
<b>LIQUIDAMBAR styraciflua</b>			$\frac{3}{4}$ to $\frac{1}{2}$ -in. cal.....	4.00	35.00
6 to 12 ins.....	10.00	70.00	$\frac{1}{2}$ to $\frac{3}{4}$ -in. cal.....	2.70	22.00
<b>MAPLE, Amur</b>			<b>ROSA WICHURAIANA</b>		
12 to 18 ins.....	5.50	50.00	6 to 8 ins.....	7.00	50.00
<b>MAPLE, Silver-Leaved</b>			8 to 12 ins.....	9.00	80.00
6 to 12 ins.....	1.90	15.00	<b>RUSSIAN OLIVE</b>		
12 to 18 ins.....	3.00	25.00	6 to 12 ins.....	2.20	20.00
18 to 24 ins.....	4.00	35.00	12 to 18 ins.....	3.30	30.00
2 to 3 ft.....	5.50	50.00	18 to 24 ins.....	5.00	45.00
3 to 4 ft.....	8.50	80.00	2 to 3 ft.....	7.50	65.00
4 to 5 ft., whips and lightly br. ....	14.00	125.00	3 to 4 ft.....	8.50	80.00
5 to 6 ft., whips and lightly br. ....	20.00	175.00	<b>SYCAMORE, American</b>		
6 to 8 ft., whips and lightly br. ....	25.00	200.00	6 to 12 ins.....	3.50	30.00
			12 to 18 ins.....	5.50	50.00
			18 to 24 ins.....	9.00	80.00
			2 to 3 ft.....	12.00	100.00
			<b>VIBURNUM dentatum</b>		
			6 to 9 ins.....	7.00	65.00
			9 to 12 ins.....	8.50	80.00

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Catering to midwestern landscape nurserymen.

Shade Trees—Shrubs—Evergreens.  
Write for complete Wholesale List



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### CHRISTMAS TREES

Scotch—Austrian—Norway  
Pine

L. C. GATEWOOD  
Hart, Mich. Leavenworth, Kan.

# PLANT NOTES HERE AND THERE

By C. W. Wood

## The Piedmont Wormwood

Of all the silver-leaved wormwoods, *Artemisia pedemontana* is my favorite. Although I thought it would catch on in the American trade, it is seldom seen in this country, possibly because gardeners do not know how to insure its permanence, or possibly because nurserymen seldom offer it to their customers. It is hard to understand how such a lovely plant has so long escaped notice in this country.

In 1937 the plant was in my trials, and in my notebook from that time I compared a group of the plants growing on a sunny wall to a mass of tumbling silver; however, a phrase which I later found in an essay on the plants of the Piedmont described better the effect the plant produces. I quote: "Its finely cut leaves are so heavily plated with silver that they remind one of the wonderful filigree silver of old-time artisans." The flowers, like those of most wormwoods, are of little account in an ornamental way, but the beautiful foliage compensates fully for this deficiency.

Words are inadequate to convey the beauty of a mass of these 6-inch stems spraying over the top of a wall. The plant has to have a sunny wall to display its charm. During my trials it had a tendency to die out if planted where there was moisture in winter or spring. It proved quite hardy in northern Michigan when given good drainage and a spot protected from cold winds, and I realized quickly that a southward-facing wall or a place where snow was sure to stay all winter was a good location for it.

I think that this plant is also known by the name of *A. lanata*. In fact, Correvon used the latter name in one of his books on alpine in preference to *pedemontana*, but in the Kew list the two plants are kept separate. By whatever name it may be called, it is one of the choicest of silver-leaved plants, one that should sell on sight to most enthusiastic gardeners. It grows easily from seeds planted outdoors in autumn or early spring, as well as from cuttings of new growths, as do most artemisias.

## White Physostegia

An Indiana reader asks if it is true, as he has read, that the white *physostegia* does not spread from the root.

A more accurate statement would be that it does not spread so rapidly as the type. It does spread, however, and one must take that into consideration when planting it.

But the light spreading of this plant need not frighten the gardener or grower of cut flowers. The latter should divide the plants every third year, anyway, discarding all except the stronger divisions taken from the outer edge of the clumps and resetting them in fresh, well-enriched soil.

Handled in this manner, the white form, *P. virginiana alba*, and the giant form, *P. v. gigantea*, make a splendid pair of subjects for the producer of summer cut flowers. Incidentally, *gigantea* may grow to six feet or more when planted in very rich soil and provided with moisture at all times. It is then a spectacular garden ornament and cut flower.

## Chrysanthemum Minnpink

Because August and September blooming in a hardy chrysanthemum

is a good recommendation to a northern gardener, I was thrilled when the University of Minnesota introduced its variety Minnpink. Its reputation of blooming from August until the beginning of heavy frosts has been borne out in a friend's garden here in northern Michigan, and I am sure it will be satisfactory in all northern states.

The plant grew to 16 inches in height and up to two feet across, covered with an abundance of small, live pink flowers, an inch and a half across. This plant will have merit for any section of the country, be it south or north. Another of the university's introductions, Minnbronze, should satisfy gardeners who prefer bronze chrysanthemums.

## Platycodon Nova

With this note I am searching for information rather than giving it. Two years ago seeds of a new platycodon, *P. nova* (a vague term meaning merely new) were advertised in

### Introducing

## ILEX CRENATA GLOSSY

Not Patented

Habit of growth is slightly faster and more compact than *Ilex crenata convexa*. Its glossy, dark green, convex foliage seems waxed with a brilliant luster. Extremely hardy. These outstanding features make it the sensational *Ilex* of its class.

Lining-out, from beds  
2-yr., 6 to 9 ins., 45¢ each per 100

Available from:

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### Field-Grown

	Each	Each
	Per 10	Per 100
12 to 15 ins., B&B.....	\$3.00	\$2.50
15 to 18 ins., B&B.....	3.50	3.00
18 to 24 ins., B&B.....	4.50	4.00

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### Special Reduction Sale

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## COMPLETE ASSORTMENT OF

Evergreens, Fruit Trees, Shade Trees, Roses and Lining-out Stock.

Write for complete list.

ONARGA NURSERY CO.  
ONARGA, ILL.



Europe. Unfortunately, the seeds I received failed to germinate, and I can say nothing about the plant except what I have read in the foreign press and in seed lists, which may be condensed as follows: *P. nova* blooms within three months from the planting of seeds, getting about six inches tall and producing the large balloon-flowers of the type.

It is a good bedding plant and a splendid rock garden ornament, ideal for grouping in the front of borders. Incidentally, a long-lived perennial form is used in American gardens, known usually as *P. alpinum*, which has never exceeded six inches in height. I have one plant that grows to about three inches. But to return to the *P. nova*: Should any readers of this column have had experience with it, I should be grateful for any additional information they can supply.

#### *Sedum Praegerianum*

Stonecrops seem to have fallen into disgrace in this country, perhaps because they were so much overplanted during the days when everybody thought he had to have a rock garden and did not know what to put in it. There are several eminently worthy members of the sedum clan, however, that should be more generally used.

Of these, one species in particular, *Sedum praegerianum*, originating in the heights of Tibet, should help quite a bit toward restoring stonecrops to favor. The common name of this plant could well be cart-wheel stonecrop, because in midsummer its prostrate stems radiate in spoke fashion from small central rosettes of stalked, lance-shaped leaves, each stem ending in a cluster of pretty, rose-colored flowers.

It is a pleasing ornament for a not-too-dry spot in the sun or part shade, at least under such conditions in the middle west. Perhaps the plant and its cultural needs would be better understood if gardeners knew that it belongs to the rhodiola section of sedums, one of which is the familiar roseroot.

#### *Ixiolirion*

For years I ignored *ixiolirion* because in most literature I read that the bulbs had to be stored over winter. Then, in the 1930's, after the Soviets organized their botanic gardens, I was offered seeds of *I. palasi* from a garden in central Asia. Because I thought that material from their cold section might be hardy, I requested a generous packet. The plants proved to be entirely hardy.

Subsequent exchanges with other botanic gardens for such stock as

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*I. ledebouri*, *montanum* and *tataricum* proved equally satisfactory. But—and this everyone should remember when ordering seeds—they were practically all the same, except for slight differences in date of flowering. In fact, botanists now recognize only one species, *I. montanum*, and class the other names as synonyms.

Regardless of its precise name, this hardy bulb should awaken interest in many nursery customers. Of all the small hardy bulbs I recall it is the latest flowering. Although botanists kept it in the lily family for a long time, they now call it an amaryllis cousin, but actually it is most like *chionodoxa*, a member of the lily tribe.

The flowers of *ixioliirion* are dark blue, shading into violet blue. Four or five are in an umbel, produced at the top of slender 10-inch stems, and begin blooming here in northern Michigan about June 1. It did well in my light sand and light shade, though it grew well also in full sunshine. Propagation is easy from fall-sown seeds.

### Some Thoughts on Viola

The popular *Viola cornuta* and its reputed forms, the bedding violas, give a good display of color the first year when they are seeded in early spring.

The plants should be renewed every other year, however, and a sowing or planting each year will often be more satisfactory, for the plants seldom last over two years. Fortunately, all the *cornuta* kinds, ranging from white through primrose, apricot, pinkish lavender, violet, wine, blue to purple and many other shades and combinations, are grown from seeds as easily as radishes.

There are several other pansy violets that are just as easily grown and are sometimes longer-lived. Of these, *V. calcarata*, from the alpine regions of central Europe, is a favorite with gardeners who know the true thing—favorite not only because of its perennial nature, but also for the elfin beauty of its long-stemmed violets, of a deep lilac shade in the true form, with delicate penciling at the center.

But seeds, as they are generally available in commerce, show a rather wide variation, including cream, white, rosy-violet and other shades, all of which are charming. European writers sometimes speak of *V. calcarata* as flowering from March until June or July; in my trials years ago, however, it seldom, if ever, was out of flower as long as the ground was free of snow, and I have even dug

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down to the plants through deep snow to get a few flowers for the Christmas table.

Bowles Black, *Viola nigra*, in addition to blooming profusely and more or less continuously, possesses about the nearest approach to a black color to be found in any garden flower—a rich, velvety black of easy association. It, too, comes quickly and readily from seeds, self-sowing consistently in its original inky shade.

### Dianthus Noeanus

A Virginia reader, who is new to the nursery trade, has asked for some information on *Dianthus noeanus*. It is a little, tufted plant, native to an

area extending from central Europe to central Asia, according to the floras. I have grown it several times from seeds bought in Europe. Sometimes they were mistakenly sold under the label of *D. tymphresteus*, although true *tymphresteus*, a Greek manifestation of the genus, has rose-colored flowers, while *noeanus* is pure white, rising from a spiny cushion that has no resemblance to the soft foliage of *D. tymphresteus*.

No doubt the spiny cushion of *D. noeanus* has also caused it to be confused with *Acanthophyllum spinosum*, to which it bears little other resemblance. It has also been mistaken for *D. spiculifolius*, from

which it can be distinguished by several characters the most readily apparent being the needle-pointed leaves of *noeanus*.

More *noeanus* should be planted in gardens. It is one of the most intensely and pleasantly fragrant of pinks. It is permanent (I have had clumps 15 years old), easily grown in any light soil in the sun and little inclined to the ordinary pink diseases. It makes a spiny green cushion, not over two or three inches high, from which spring 6 to 8-inch stems, each bearing a small, fringed, fragrant, white flower, blooming later (July and August in my trials) than most pinks.



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Ilex opaca fosteri  
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Magnolia grandiflora  
Nandina  
Pyracantha lalandi  
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## Zimmerman Moth Attacks Michigan Christmas Trees

Michigan's large Christmas tree farming industry this year is feeling the full impact of injury by the Zimmerman moth, *Dioryctria zimmermani*, according to a report from Michigan State University.

The report, written by J. W. Butcher, Michigan State University; C. A. Boyer, Michigan department of agriculture, and Marion Van Slooten, Vans Pines, West Olive, Mich., states that the Zimmerman moth, a native pest found occasionally on Austrian, red, white, jack and other pines in the past, is now doing particular damage to Scotch pine Christmas tree plantings in the state. It has also been discovered in nurseries by plant industry inspectors, who have assisted the growers in removing infested trees. Since the Zimmerman moth is reportedly native to most of its host areas, regulatory workers concentrate on preventing the shipment of infested or injured trees. There appears to be no threat of introduction into areas which do not now have this pest.

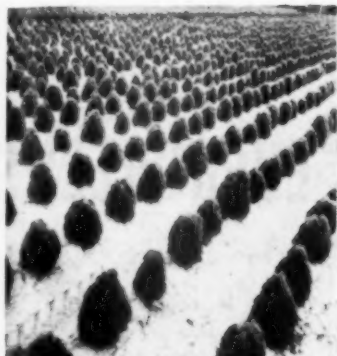
Zimmerman moth injury is visible in late June or early July as wilted, brown "fish-hooked" terminal shoots. Toward the end of June, whitish-brown, sawdustlike boring dust can be seen in the vicinity of the whorl at the base of the current year's terminal growth. Late in July and August, masses of pitch may be noted anywhere on the main stem. In late summer, if stem injury is severe, the foliage turns yellowish green. The following year parts of the crown will turn brown or reddish where the branch bases have been girdled by feeding. Larvae were found until early August in 1959. By August 19, 75 per cent of the adults had emerged in west-central Michigan.

The best control information available is based on research carried out in recent years by Dr. D. L. Schuder, department of entomology, Purdue University, Lafayette, Ind., who reports good control of the pest through the use of 4 pounds of 50 per cent DDT wettable powder in 100 gallons of water applied about mid-August in Indiana. Most of Michigan's control program in 1959 is based upon Dr. Schuder's findings.

In the department of entomology, Michigan State University, work is under way to compare the effectiveness of hydraulic and concentrate

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spays. Another study is expected to establish the length of the period during which successful control might be carried out. Experimental dusting by aircraft is also being tried. All of these studies include observations on Zimmerman moth development so that accurate recommendations for control may be made from year to year.

There is reason to believe that the Zimmerman moth finds the sheared, dense crowns of cultivated Christmas trees to its liking. The incidence of attack (as many as 30 to 40 per cent of the trees may be affected) exceeds that found in natural reproduction or in forest plan-

tations. There is speculation that those practices necessary for production of top-quality, merchantable trees are encouraging Zimmerman moth build-up in Michigan.

### FRUIT TESTERS' LIST

Along with an announcement of the 41st annual meeting and exhibit of the New York State Fruit Testing Association at Cornell University's New York state experiment station, Geneva, sent last month to all members of the association is a 1959-60 catalog of new fruits available through the association.

The association cooperates closely

with the experiment station in the propagation and distribution of new varieties developed at Geneva. It also propagates some promising new sorts originating elsewhere and found worthy of trial by the station fruit specialists.

Membership in the association is open to anyone with an "interest in new fruits" and now includes members, both professional and amateur, in all states, Canada and many foreign countries. The annual meeting and exhibit were held September 17 at the experiment station.

The 1959-60 catalog, a copy of which may be obtained upon request to association headquarters at

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## PEAR SEEDLINGS (*Pyrus calleryana*)

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Geneva, features several recent introductions in apples, peaches, nectarines, grapes, blueberries, raspberries and blackberries. In addition, several promising selections of tree and small fruits and grapes from the experiment station's breeding program which are still under number are listed as available in limited quantities.

### THE MAPLES

[Continued from page 11]

striped with white, red autumn color.

*A. carpinifolium*: 30, Z 5—leaves similar to those of *carpinus*.

*A. circinatum*: 36, Z 5—one of most ornamental in flower.

*A. davidi*: 45, Z 5—leaves turning yellow and purple in fall, branches striped white in winter.

*A. diabolicum purpurascens*: 30, Z 5—flowers purplish, leaves reddish when unfolding, fruit purple when young.

*A. ginnala*: 21, Z 2—dense and excellent for red autumn color; one of few maples with fragrant flowers.

*Durand Dwarf*—fine dwarf, shrubby type.

*A. glabrum*: 24, Z 5—upright, almost fastigate branches; west coast.

*A. griseum*: 24, Z 5—of interest for brown exfoliating bark.



Bark of *Acer Griseum*

*A. japonicum*: 25, Z 5—a handsome low maple, leaves green with rich red autumn color, leaves 7 to 11-lobed.

*A. j. aconitifolium*—leaves deeply divided.

*A. j. aureum*—leaves yellow.

*A. lobeli*: 60, Z 7—similar to Norway maple but for use in south.

*A. macrophyllum*: 90, Z 6—large leaves turning bright orange in fall; especially for west coast.

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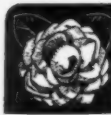
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P. O. Box H      Greensboro, N. C.



*A. mandshuricum*: 30, Z 4—closely related to *A. nikoense*.

*A. monspessulanum*: 24 to 30, Z 5—a round-headed tree proving popular as a street tree in Oregon and Washington; somewhat resembling *A. campestre*.

*A. negundo*: 60, Z 2—considered a weak-wooded weed tree generally, but drought and cold-resistant; recommended only for such areas in the west where few other trees will grow.

*A. n. californicum*—only for use in California where necessary.

*A. n. texanum*—only for use in southwest where necessary.

*A. n. aureo-marginatum*—leaves with yellow margin.

*A. n. variegatum*—leaves with broad white margin.

*A. nikoense*: 45, Z 5—trifoliate leaf; vase shaped, one of the few maples with this desirable habit.

*A. opalus*: 45, Z 5—one of the most ornamental of the early-flowering maples.

*A. palmatum*: 24, Z 5—leaves 5- to 7-lobed. At least 80 varieties and cultivars of this species are being grown in U. S. today. Identification is most difficult and they are unquestionably mixed in the trade. The University of Washington Arboretum, Seattle, has the best collection. It is impossible to give a detailed selection; only a few are reliably hardy in the Arnold Arboretum. Among the best would be the following:

Burgundy Lace—interesting cut-leaved form.

dissectum—leaves divided to base in five to nine lobes.

elegans—leaves five inches long, green.

filicifolium—interesting cut-leaved form.

laciniatum—interesting cut-leaved form.

Ohsakazuki—one of best for red fall color.

ornatum—a cut-leaved form with red leaves.

palmatum—a standard variety.

sanguineum—leaves light purplish red; one of the most hardy.

*A. nigrum ascendens*: 60, Z 3—B. H. Slavin, Rochester, N. Y., states that this is faster in growth than the sugar maple types. The original tree at Rochester, measured a few years ago, was 50 feet tall and 25 across, decidedly columnar.

*A. pensylvanicum*: 36, Z 3—bark striped white, autumn color bright yellow; for use chiefly in natural woods plantings.

*A. p. erythrocladum*—branches bright red in winter.

[Continued on next page]

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Sugar Maple, sizes 3-in. cal. down to 6 to 8 ft.

Silver Maple, 3-in. cal. and all sizes smaller

Green Ash, 2-in. cal. and smaller

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Honey Locust, Thornless, 1 1/2-in. cal. and smaller sizes

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American Linden, few 2-in. cal., also 6 to 8 ft., 8 to 10 ft.

Redbud, 1 1/2-in. cal. and smaller

Red Maple (rubrum), 8 to 10 ft., 6 to 8 ft.

Sweet Gum, 2-in. cal., 1 1/2-in. cal. and smaller

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*A. platanoides*: 90, Z 3—a serviceable maple with many ornamental varieties.

Cleveland—oval upright in habit.

Columnare—30-year-old plant in Arnold Arboretum is 40 feet tall and has a total branch spread of 24 feet.

Crimson King—the first of three red-leaved clones made available in the U. S. Some growers claim that both Faassen's Black and Goldsworth Purple are not only inferior in growth, but do not keep their red leaf color in the late summer so well as Crimson King. Others fail to see much difference. It may be that these three respond differently in different soils. In any event, if one is to be selected, the older Crimson King might well be the one, for certainly all do not differ sufficiently to warrant their being grown.

erectum (ascendens) — has larger leaves than columnare, short, stubby lateral branching. A 20-year-old plant in Arnold Arboretum was 30 feet tall and had a total branch spread of only six feet. The mature shape is supposed to be conical rather than columnar.

globosum—an excellent low-growing rounded tree for use under electric wires. It should be grafted high at about six feet on *A. platanoides* understock. Almira is similar.

lorbergi—leaves palmately divided to base of leaf but tips ascending from plane of leaf. A dense, rounded, very slow-growing tree without a central leader, superior to palmatifidum as an ornamental.

undulatum—leaves stiffly held in a horizontal plane, upright branching. Plant in Arnold Arboretum is 30 feet tall and 16 feet wide.

*A. pseudoplatanus*: 90, Z 5—a large popular street tree in Europe; especially adaptable for planting near the seacoast. Small trees have difficulty surviving very cold winters in vicinity of Boston. Usually these trees have no autumn color.

erectum—narrow upright form.  
erythrocarpum—fruits red and colorful.

purpureum—large leaves a dark purple beneath. Several varieties are somewhat similar, including spaethi.

worlei—leaves deep yellow to

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orange yellow when young, petals red; considered by some a superior form.

*A. rubrum*: 120, Z 3—this well-known maple has its well-known defects, but still makes an outstanding ornamental in spring with red flowers and in fall with red foliage, at Arnold Arboretum.

*A. r. columnare*—plant at Arnold Arboretum, 60 years old, is 75 feet tall and 36 feet wide. Recently several clones or cultivars of *Acer rubrum* have been named and propagated, among which are Armstrong, similar to the above; Gerling, cone-shaped and wider than Armstrong; Scanlon, claimed to be densely pyramidal; Tilford, globe-shaped and similar to globosum. It should be pointed out that it takes many years properly to test such selections, for they should be tried under various conditions and on different soils to make certain they will maintain the uniform character of the original plant.

*A. saccharum*: 120, Z 3—an excellent specimen tree, but comparatively slow growing.

conicum—of a dense conical habit.

Newton Sentry (columnare)—the 40-year-old plant in Arnold Arboretum is 50 feet tall and

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12 feet wide. This tree has a main central leader.

Temple's Upright (monumental)—the 75-year-old tree in Arnold Arboretum is 50 feet tall and 12 feet wide. This tree does not have a main central leader.

*A. spicatum*: 20, Z 2—recommended for woods planting only.

*A. tataricum*: 30, Z 4—as wide as tall, dense, leaves slightly glossy, a fine small tree.

*A. triflorum*: 24, Z 5—interesting flaking bark, closely allied to *A. nikoense*.

*A. tschonoski*: 20, Z 5—a graceful shrubby tree proving popular, as re-

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## Maples Not Recommended

A—differs little from species.  
B—other species just as good or better as ornamentals.

C—of little ornamental value.  
barbinerve C—mostly a large shrub.  
buergerianum integrifolium A  
buergerianum ningpoense A  
campestre leiocarpum A  
campestre tauricum A  
campestre schwerini A  
cappadocicum B  
cappadocicum rubrum A  
cissifolium B—no better than a Japanese maple.  
crataegifolium B—similar to *A. davidi*.

[Continued on next page]





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diabolicum B—coarse, one of the biggest leaved of the hardy maples.  
diecki B—coarse foliage.  
divergens B—a shrub.  
duretti B (pseudoplatanus x obtusatum) —not superior to either parent.  
francheti B—similar to A. diabolicum.  
ginnala semenowi A  
glabrum douglasi A  
glabrum torreyi A  
grandidentatum B—a western substitute for A. saccharum.  
grosseri B—closely related to A. rufinerve.  
grosseri hersi A  
heldreichi B—certainly not superior to A. rubrum or A. saccharum.  
heldreichi macropterum A  
hookeri B—Z 7.  
hyrcanum B—somewhat similar to A. opalus.  
leucoderme B—closely related to A. saccharum.  
mayri C—leaves have a slightly wilted appearance, hanging from tree perpendicularly.  
micranthum B—somewhat similar to A. pensylvanicum.  
miyabei B—somewhat similar in appearance to A. platanoides.  
mono B  
mono ambiguum A  
mono connivens A  
mono tricuspid A  
monsessulanum ibericum A  
negundo—considered a weak-wooded weed tree in most parts of the country.  
negundo interius A  
negundo laciniatum B  
negundo nanum B—shrub.  
negundo pruinosa A  
negundo pseudo-californicum A  
negundo rubescens A  
negundo violaceum A  
nigrum B—similar to A. saccharum.  
oblongum B—Z 7, sometimes semievergreen.  
oblongum biawritum A  
oliverianum B—resembles A. palmatum.  
opulus hispanicum A  
opulus obtusatum A  
opulus tomentosum A  
palmatum—since at least 80 varieties of this species are grown in U. S., at least half or more should be in this list for discard. I am not sufficiently familiar with this group to make such selections at this time.  
platanoides aureo-marginatum C—leaves bordered with yellow.  
platanoides argutum A  
platanoides crispum (cucullatum) C  
platanoides Improved Columnare—this is probably similar to columnare, which was brought to U. S. in 1888 by Arnold Arboretum from Spaeth Nurseries in Germany and since has been widely distributed.  
platanoides laciniatum C  
platanoides Natorp—small-leaved sport of schwedleri, discontinued because it grows too slowly.  
platanoides palmatifidum C—lorbergi is better.  
platanoides rubrum A  
platanoides schwedleri B—red-leaved newer varieties are better.  
platanoides stollii C—leaves too coarse.  
platanoides variegatum C—leaves with large white blotches.  
pseudoplatanus eueclorum A—vigorous form with large fruits.  
pseudoplatanus flavo-variegatum C—there are many forms of the sycamore maple with variegated leaves, but most American nurserymen figure (and correctly) that such trees with variegated foliage are not outstanding ornamentals.  
pseudoplatanus leopoldi C—light green

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WACHAPREAGUE, VIRGINIA

and yellowish blotches and dots on leaves.

*pseudoplatanus nizetti* C—leaf blotching somewhat similar to that of *leopoldi*, but leaves purplish underneath.

*pseudoplatanus Prinz Handjery* C—more regular variation than *leopoldi*, in the form of yellowish dots concentrated at base of leaf; young leaves yellow to red.

*pseudoplatanus Tricolor* C—leaf blotching about same as that of *leopoldi*.

*pseudoplatanus variegatum* C — leaves variegated white and red when young.

*pseudo-sieboldianum* B—no better than *A. sieboldianum*.

*rubrum drummondii* A

*rubrum sanguineum* A

*rubrum schlesingeri* A

*rubrum tomentosum* A

*rubrum trilobum* A

*rufrinerve* B—similar to *A. pensylvanicum*.

*saccharinum* B—wood brittle and weak,

otherwise an excellent tree.

*saccharinum albo-variegatum* C

*saccharinum Beebe* Cut-leaved Weeping B

—wood brittle and weak, otherwise excellent.

*saccharinum Blair* B—same as above.

*saccharinum Cuneatum* B—same as above.

*saccharinum Golden* B—same as above.

*saccharinum Improved* B—same as above.

*saccharinum laciniatum* B—same as above.

*saccharinum lutescens* C—leaves yellowish, bronze color when unfolding.

*saccharinum palmatum* B

*saccharinum pendulum*—branches more pendulous than species.

*saccharinum pulverulentum* A

*saccharinum pyramidale* B

[Concluded on next page]

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18 to 24 in.	9.00	75.00	4 to 5 ft.	30.00	250.00
2 to 3 ft.	15.50	115.00	5 to 6 ft.	45.00	400.00

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saccharinum tripartitum B—leaves lobed to midrib.  
saccharum glaucum A  
saccharum rugeli A  
saccharum schneckii A  
senecaensis B  
sieboldianum — interesting and many-lobed leaves; may be good!  
sieboldianum microphyllum B  
tomentosum B—bark striped with light green, but not superior to A. pensylvanicum.  
tetramerum B  
tetramerum betulaefolium A  
trautvetteri B  
truncatum B—our plant has not proved outstanding.  
velutinum C—leaves too coarse.  
zoeschense B—differs little in general appearance from A. saccharum.

### Need More Study

More information or trials are needed for the following maples:

- A. acuminatum—Z 7
- A. caudatum—Z 6
- A. ukurunduense—Z 5, a small tree.
- A. erianthum—Z 6, said to be a handsome small tree.
- A. forrestii
- A. ginnala yezoense
- A. japonicum circumlobatum
- A. laxiflorum—a near relative of A. davidi.

A. maximowiczii  
A. pentaphyllum  
A. platanoides Charles F. Irish—listed as a round-headed tree with upswept branches. It might well be grown more to determine its mature habit.

A. platanoides Pyramidal—the tree the Arnold Arboretum has under this name, obtained from a nursery source, is not pyramidal. The tree is 15 feet tall, has three short branches at the base and the rest of the tree is a simple upright column of foliage less than three feet wide.

A. shirasawanum—Z 5  
A. sinense—Z 6  
A. tataricum slendzinski  
A. tataricum oblongifolium  
A. turkestanicum  
A. saccharum Sanborn—narrow columnar, 6 to 7-foot branch spread, 30 feet high.

A. saccharum Flower—narrow type, found at Manchester, Vt.

A. saccharum Coleman—a broad columnar type, 12 to 14-foot branch spread, 35 to 40 feet high.

### KANSAS MEETING

[Continued from page 9]

place for agricultural products, livestock and wildlife. Mr. Borst then described the various features projected for the area. The amphitheater, seating 15,000, will be used for presenting pageants, field days and other large-scale events.

The International Agricultural

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## OUR BOTANICAL EXPERIENCE IS YOUR GUARANTEE CLONAL ROOTSTOCKS

Foundation stock imported from East Malling research station.

### APPLE

Malling Merton, woolly aphid resistant

M. M. 106, semidwarf, on sandy soil better than E. M. IX

M. M. 104, vigorous, improved root anchorage

M. M. 109, vigorous, more drought resistant

M. M. 111, vigorous, heavy yielder

XXV, very vigorous, earlier and heavier yielder than E. M. XVI

E. M. II, vigorous, one of the best E. M. types

E. M. IX, dwarf

### CHERRY

Mazzard F. 12/1, very vigorous, always in heavy demand. Sold out.

Available as layers and transplanted stock in superb quality.

Ask for descriptive price list.

## TRAAS' NURSERIES

R. R. 7, Langley, B. C., Canada

Shrine, with its globe of the world and reflecting pool, will include exhibits of soils from all parts of the world.

The Main Hall will be an impressive building with a dome 250 feet across and numerous wings. Beneath the main dome will be statues and busts of all the American agricultural leaders, including George Washington and Thomas Jefferson. One wing will contain a complete agricultural library. It was noted by Mr. Borst that there is no such facility extant today.

Another wing will contain an auditorium for presentation of various films and programs. Also proposed is a children's wing in which they may see litters of baby pigs or see eggs hatched and cows milked. The hall will be provided with underground parking lots to eliminate traffic on the site. One wing of the main building will house a restaurant for the convenience of visitors to the Hall of Fame.

A major feature of the Hall of Fame will be a reconstructed Indian village to commemorate the contribution made to agriculture by the American Indian. There will also be plots showing the various agricultural crops grown around the world, greenhouses and livestock pavilions.

Wholesale American and  
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BULBS!

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### SEED CHESTNUTS

*Castanea mollissima* orders taken for fall, 1959, crop. 50¢ per lb. F.O.B. Trappe, Md. Lower prices for large quantities.

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c/o J. M. Arensburg, Agent  
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### MEYER LEMON TREES

3 ft. high, field-growing, with lemons, \$2.50 each. See at our nursery; we do not ship.

#### MALBIS NURSERIES

Daphne, Ala.  
12 miles east of Mobile on  
U. S. Highway 90.



AARS winners and 130 other popular varieties. In attractive, colorful packages or bare root.

Beautiful shade, productive too! Prolific varieties. Sizes 1½ to 12 feet. In attractive packages or bare roots. Get stock list and prices.

### PECAN TREES



**ARP Nursery Co.**

Box 3338-J, Tyler, Texas

### GRAPE CUTTING SPECIAL

Niagara-Concord—Delaware

\$7.50 per 1000, F.O.B.

Wire-bound 100 to bunch.

STATE INSPECTED.

Order Now! No orders accepted after December 1. Sold out.

**PAW PAW PLANT CO.**

Paw Paw, Mich.

Since a great deal of the area of the site is natural forest, an exhibit of wildlife is planned.

A. Webster Tenney, Kansas City, will be the executive director of the Agricultural Hall of Fame. The unit will operate as a foundation, supported by contributions and private funds. The actual site purchased at this time by the foundation is 400 acres, to which is added a donation of 70 acres from the Kansas turnpike authority and an additional 300

acres donated by Wyandotte county, Kansas.

Although building construction will not begin until 1960, site work has started, and it is estimated that all construction will be completed in 1965. Mr. Borst believes that the Agricultural Hall of Fame will give the entire agricultural industry more favorable public relations. Already the project has received the support of educators, politicians, clergy and business leaders.

## Second State-Wide Effort Scheduled in California

By Richard B. Kilner

The Gardeners' Hoe-down, the second state-wide cooperative sales promotion of the California Association of Nurserymen, will take place October 16 through 25. This event follows the Can-Can Carnival, the first such promotion, held last spring.

The C. A. N. officials in charge of the promotion learned a great deal during the Can-Can Carnival, and this time the problem of participation, which was the biggest single problem previously, is expected to be much smaller. Three hundred nurseries are expected to cooperate in the campaign as compared to 200 in the spring. Those who failed to take part in the earlier promotion have now gained an understanding of the mechanics and an appreciation of the results of such a cooperative effort and have shown great enthusiasm.

Participation sheets were circulated at the June refresher course, and C. A. N. members were sent additional order postcards and promotional pieces. The program has been discussed extensively at chapter meetings and during the refresher course and other meetings, which should induce even greater participation and effort by those who took part in the Can-Can Carnival.

The basic merchandising kit, available at low cost to all cooperating nurseries, will again include newspaper ad mats, radio commercials, banners, point-of-sale signs and strings of pennants, which will be made of stronger material than before, so that they will be able to withstand unfavorable weather.

### New Materials

Added to the kit this season will be six lapel badges personally identifying salespersons, six 4x5-inch bumper strips and two 28x44-inch truck signs. All materials will feature the slogan, "Calling All Neighbors," designed to incorporate the C. A. N. initials. Optional sales aids are jumbo postcard mailers and free planting guides. Additional supplies of any items in the kit will be made available to those desiring them.

Again, suppliers of nursery stock and allied lines will participate in the promotion. Publicity will be carried by magazines, newspapers and radio and television stations. A national



Jack Wick, assistant executive secretary of the C. A. N., shown with a display of materials from the Gardeners' Hoe-down merchandising kit at the association's June refresher course.

television program has once more offered time for a spot to tie in with the program.

The Gardeners' Hoe-down is expected to provide the answers to some of the questions that remained at the end of the first cooperative venture. The earlier event was held at a time of peak sales under ideal weather conditions. If results are as encouraging during the normally less profitable fall season, the C. A. N. hopes that the two nursery promotions will eventually become as familiar and as well patronized as January white sales.

### MEILLAND IN CALIFORNIA

Alain Meilland and his associates in the famed French rose hybridizing firm of Meilland-Richardier, Raymond Richardier and Michel Tourier, recently concluded an inspection and fact-finding tour of Armstrong Nurseries, Inc., Ontario, Cal. Mr. Meilland is the son of the late Francis Meilland, for many years head of the family's famed rose-breeding operations at Cap d'Antibes, French Riviera. Mr. Tourier and Mr. Richardier have headquarters at Tassin-Les-Lyon, France, where they supervise large producing grounds. The Meilland-Richardier firm and Armstrong Nurseries, Inc., swept all of the 1960 All-America Rose Selections honors; M-R with two floribundas,

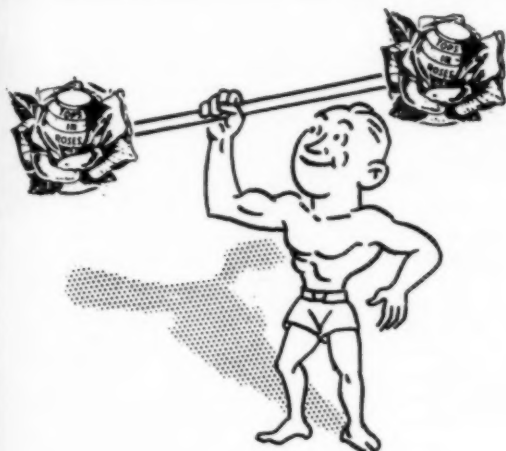
Your customers expect you to sell only the best. Do it with Stribling's choice variety of trees and watch your volume increase. Fruit trees . . . shade trees . . . flowering trees . . . all grow more profits for you when they are Stribling's Growing Quality Trees—products of 48 years of selective development in one of California's largest, most respected nurseries.



Write for free Wholesale Price List today.

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## Give Your Bare-Root Rose Season a "LIFT"

Why "weight" any longer to place your  
order for those strong, well-balanced

**TOPS IN ROSES**

You won't have to "muscle in" or "strong-arm" us to get a list. We'll send  
you one quickly and quietly for just the asking.



# WEEKS WHOLESALE ROSE GROWER

O. L. WEEKS

926 W. ELY

ONTARIO, CALIF.



Fire King and Sarabande, and Armstrong with Garden Party.

### BROWNELL APPOINTMENT

Ambrose Brownell, owner of the Brownell Holly Farms, Milwaukie, Ore., was recently appointed to the council of the National Arboretum, Washington, D. C. The appointment was made by Secretary of Agriculture Ezra Benson. Mr. Brownell was selected for this position because of his experience as a breeder and grower of hollies, which are among the many plant species under study at the National Arboretum.

The 15-member council, which represents nurserymen, garden clubs, educational institutions and city planners, makes recommendations to the Secretary of Agriculture for the cultivation and study of plants from a wide range of habitats.

OPENING of the Old Woodsman's Native Nursery occurred recently near Florence, Ore., on Highway 101. The firm features native shrubs and trees in a new rustic building, with George C. Chamberlin as manager.

SPONSLER'S NURSERY, Visalia, Calif., opened a store at Le-moore, Calif., at 10953 18th avenue.

*The first horticultural book in which every tree and  
plant listed is illustrated in full, living color!*

## GARDEN PLANTS IN COLOR

**AUTHENTIC COVERAGE OF 8 CATEGORIES**

Your choice of two editions:

1. The loose-leaf edition, for use as a sales book. Enables you to actually show customers what your plants look like.
2. The regular-sewn library edition for those who prefer it as a reference volume, rather than a workbook.

- Broad-Leaved Evergreens
- Deciduous Flowering Shrubs
- Trees, Shade and Flowering
- Vines and Ground Covers
- Coniferous Evergreens
- Azaleas
- Camellias
- Rhododendrons

**\$42.50 each**

**438 FULL-COLOR REPRODUCTIONS**

**AMERICAN NURSERYMAN 343 S. DEARBORN ST. CHICAGO 4, ILL.**

### Feader Wholesale Nurseries

Fine Perennials—Hard to find items!  
**GERBERAS—STRELITZIAS—DAISIES**  
Write for our CATALOG and let us add  
your NAME to our list of satisfied  
customers.

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Rhododendron Liners • Hardest Camellias  
Northern California Crowned Dormant Roses  
Azaleas • Pieris • Hollies • Lilacs • Skimmia

### DESCANSO NURSERIES

Wholesale Growers  
12492 Pipeline Ave. Chino, Calif.

### ORNAMENTAL WOODY PLANTS AND ROSES

*Write for our lists.*

### W. B. CLARKE & CO.

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Top-quality, northern California, field-grown, patented and standard bush and tree roses. Write for list and prices.

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SAN GABRIEL, CALIF.





## CALIFORNIA ASSOCIATION OF NURSERYMEN

ELMER J. MERZ, Executive Secretary

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SACRAMENTO 14, CALIF.

### PENINSULA CHAPTER

The September meeting of the Peninsula chapter, California Association of Nurserymen, was held September 3 at Dan's Place, Moss Beach, Calif.

Officers elected for the ensuing year were as follows: Louis Schenone, Pacific Nurseries, Colma, president; John L. Hahn, Ruehl-Wheeler Nursery Co., San Jose, vice-president; Jack Christensen, Christensen Nursery Co., Belmont, secretary, and Gus Pappas, Pappas Bros. Nursery, Colma, treasurer. Elected directors were Ben Furuichi, Los Altos Nursery, Los Altos; Fred Breitner, Pacific Plant Growers, Colma; George Haight, Western Nurseries, San Jose; Ralph R. Davey, the Flower Garden, Mountain View; Boyd Richmond, Roger Reynolds Nursery, Menlo Park, and Peter M. Sugawara, Monte Bello Nursery, Los Altos. Directors ex officio are Itsuo Uenaka, Cupertino Nursery, Cupertino, and Charles J. Burr, California Garden Supply Co., Palo Alto.

The program featured a plant and gadget auction to which member nurserymen and suppliers contributed the items. The plant material group ranged from a bonsai pine to 6-inch pots of fibrous-rooted begonias. Other items ranged from 15 bales of Sunshine peat moss to garden trowels. For the most part, the offerings were well received, and in some instances the bidding approached the retail price.

John L. Hahn, Sec'y.

### LOS ANGELES CHAPTER

Chuck Vogels, Chuck's Nursery, Covina, was elected president of the Los Angeles chapter, California Association of Nurserymen, at the chapter's August meeting, held at the Buena Park Greenhouses, La Habra. Also elected were Carl Zanger, Perry's Plants, Montebello, vice-president; James Meadows, secretary, and Robert Bartholomew, Hi-Mark Nursery, Inc., Santa Ana, treasurer. Roger Rodecap, "Bud" Hines, "Bud" Bordier and Frank Burkard were chosen as new members of the board to serve with hold-over directors Peter Dunn, Al Kaelin and Roy Kitano.

Members of the Orange County

and Inland Empire chapters joined the Los Angeles chapter members in this meeting, which was also attended by James Perry and Elmer Merz, the president and the executive secretary of the C. A. N. Many of the 150 members and guests came early to tour the Buena Park Greenhouses and view the many tropical plants grown by Robert Weidner.

Harold J. Botts, Botts Nursery, Anaheim, chapter president for 1958-59, opened the meeting and introduced O. L. Weeks, Weeks Wholesale Rose Grower, Ontario, who invited those present to attend the rose growers' show to be held October 3 and 4 at Mission Inn, Riverside.

A second invitation — to the Orange county chapter's September luau — was then extended by Ralph Klages, Klages Wayside Gardens, Whittier. Attendance at the C. A. N. convention and participation in the October Gardeners' Hoe-down pro-

motion were urged by Robert Weidner and Elmer Merz, respectively.

Dick Meadows, Taylor-Dunn Mfg. Co., Orange, announced that member nurserymen can now obtain car mats for the protection of their customers' cars through the C. A. N. at a cost of \$6 a thousand. Before the meeting was adjourned, Ray Mawson and Roy Ellis, Buena Park Greenhouses, exhibited some of the planters, house plants and foliage plants stocked at the greenhouses.

Dick Meadows, Sec'y.

### SUPERIOR CHAPTER

A regular meeting of the Superior chapter of the California Association of Nurserymen was held August 19 in the Camellia room of the Tuesday Clubhouse, Sacramento. Richard K. Oki, Oki Nursery, Perkins, conducted the meeting for vacationing president, Tak Kato, Kato's Nursery, Sacramento.

The following officers for the 1959-1960 term were elected during the meeting: President, Dick Oki; vice-president, Gus Kolb, Capital Nursery, Sacramento; secretary, Tom Irving, Fair Oaks Boulevard Nursery, Sacramento; sergeant at arms, Phil Ravinale, San Juan Nursery, Citrus Heights, and state directors,

## PORTLAND WHOLESALE NURSERY CO.

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Paul E. Van Allen

PORTLAND 15, OREGON

### Quality Stock

CONIFERS AND BROAD-LEAVED  
EVERGREENS  
SHADE AND FLOWERING TREES  
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FRUIT TREES  
DECIDUOUS SHRUBS  
VINES AND BULBS  
PORTLAND ROSES  
NURSERY SUPPLIES

ORDER NOW while supply is adequate. Our GROWING SEASON has been favorable and QUALITY is EXCELLENT. Combination truckload service to all sections of U. S. A.

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Lilies

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## ROSES OLD and NEW

Fine-quality, two-year plants  
budded on Multiflora in over  
250 varieties.



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Rt. 2, Box 96  
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# Flowering Gardenia and Rose Plants

## in Bud and Bloom



...shipped Air Freight PREPAID to any major airport—available all year round

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Air Freight  
Prepaid

F.O.B.  
S. F.

Gardenias ... 40¢ ea. 25¢ ea.

Roses ..... 45¢ ea. 30¢ ea.

Packed 50 to a case—Minimum order 5 cases

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## Nurserymen's Exchange

475 SIXTH STREET, SAN FRANCISCO 3, CALIF.

WRITE FOR OUR NEW  
24 PAGE CATALOG

Tak Kato and Fred Wittsche, Sierra Gardens Nursery, Sacramento. Elected to the board of directors were Tak Kato; Harold Van Buskirk, Van's Greenbriar Nursery, Stockton; Phil Ravinale; Earl Lagomarsino, F. Lagomarsino & Sons, Sacramento, and Eugene R. Armstrong, Capital Nursery.

Guests for the evening were C. A. N. executive secretary Elmer Merz and assistant secretary Jack Wick, both accompanied by their wives. James C. Donnell, Donnell Distributing Co., Davis, was welcomed as a new associate member.

The special prize was won by Walter Tecklenberg, Teck's Nursery & Floral Shop, Lodi.

Gus Kolb, Sec'y.

### REDWOOD EMPIRE CHAPTER

The Redwood Empire chapter of the California Association of Nurserymen held a business meeting September 8 at Rickey's Rancho Rafael, San Rafael. Minutes of two previous meetings were read and approved.

At the August meeting, the following officers were elected: President, Richard L. Lackey, Lackey's Nursery, Napa; vice-president, Ruth C. Cullen, Rincon Nursery, Santa Rosa; secretary-treasurer, Hugh

### The MALLING-MERTON STORY

The story of the Malling Apple rootstocks from IX to XVI—and their successors, the M. M.'s 104, 106, 109, 111 and M.XXV. Performance figures, etc.

Free for the asking.

CHICK -A- DEE GARDENS NURSERY  
Sherwood, Ore.

Wallace, San Rafael, and state director, Karl F. Untermann, West End Nursery, San Rafael. Elected chapter directors were Jake G. Van Winden, Van Winden's Nursery, Napa; Paul W. Clark, Clark Nursery Co., Santa Rosa, and Carl Schmidt, Carl Schmidt Nursery, Fairfax.

Harold B. Prickett, Prickett's Nursery, Santa Rosa, asked at the September meeting for a general discussion on the proposed 40 per cent assessment for advertising and publicity, to be voted on at the state convention. Most members present favored the assessment to be made for this purpose.

A letter was read from Jack Wick, C. A. N. assistant secretary, who requested an immediate check of the membership in regard to the car mats that are presently being used by the San Diego chapter. A slightly larger-size mat will sell for about \$6 per thousand delivered (in lots of 1,000). The minimum order from a chapter is 10,000 mats.

President Lackey appointed the

### CUTTING-GROWN RHODODENDRON LINERS

Hardy and semihardy varieties.  
Quality only

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following persons to the membership committee, which will also double as the sick committee: Harold Untermann, Marin county; Harold Prickett, Sonoma county; Laust Lund, Lund's Flowerland Nursery, Napa, Napa county, and Herbert Thatcher, Thatcher's Nursery & Florist, Ukiah, Mendocino county.

Donald C. Perry, Sunnyside Nursery, San Anselmo, led a short discussion on a group promotion in the East Bay area on the sale of a special packaged fertilizer, sold only in retail nurseries.

Ruth Cullen, appointed program chairman, was asked to name members to her committee.

Members requested to serve on the bylaws committee were Ruth Cullen, Hugh Wallace, Carl Schmidt, Jake Van Winden, Paul Clark, and Henry R. Martin, Martin's Nursery, Sebastopol. The date selected for their meeting is October 6.

State director Carl Schmidt read items submitted by Peninsula chap-

**QUALITY NURSERY STOCK****ACER PLATANOIDES** Per 10 Per 100

**Fanssen's Red-leaved Maple**  
A deep red leaf that holds color throughout growing season, very similar to Crimson King Maple.

5 to 6 ft., br. ....	\$30.00	\$225.00
8 to 9 ft., whips ..	30.00	250.00
7 to 8 ft., whips ..	25.00	210.00
6 to 7 ft., whips ..	21.00	180.00
5 to 6 ft., whips ..	16.00	140.00
4 to 5 ft., whips ..	13.00	110.00

**Norway Maple**  
One of the most popular and best shade trees grown today, green and compact.

6 to 8 ft., br. ....	20.50	180.00
5 to 6 ft., br. ....	15.00	135.00
8 to 9 ft., whips ..	10.50	100.00
7 to 8 ft., whips ..	10.00	95.00
6 to 7 ft., whips ..	9.50	90.00
5 to 6 ft., whips ..	8.00	75.00
4 to 5 ft., whips ..	6.00	45.00

**Columnar Norway Maple**  
Columnar Maple is branched with short branches all the way up the trunk. A good tree where there is not room for a spreading tree.

9 to 10 ft., whips, 2-yr. ....	27.50	250.00
8 to 9 ft., whips, 2-yr. ....	25.00	225.00
7 to 8 ft., whips, 2-yr. ....	22.00	195.00
6 to 7 ft., whips, 2-yr. ....	18.50	170.00
5 to 6 ft., whips ..	15.50	140.00
4 to 5 ft., whips ..	12.00	110.00

**Drummond Norway Variegated Maple**

Green leaves bordered with a white edge. Will burn in a hot and dry climate.

6 to 8 ft., br. ....	28.50	260.00
5 to 6 ft., br. ....	23.50	210.00
8 to 9 ft., whips ..	21.00	185.00
7 to 8 ft., whips ..	20.00	175.00
6 to 7 ft., whips ..	18.00	165.00
5 to 6 ft., whips ..	14.50	130.00
4 to 5 ft., whips ..	10.00	90.00

**ACER RUBRUM**

(Red Maple)

A nice, well-balanced, straight tree with better than a standard caliper.

8 to 10 ft., br. ....	27.50	250.00
6 to 8 ft., br. ....	22.50	200.00
5 to 6 ft., br. ....	16.50	150.00

**ACER PSEUDOPLATANUS**

Improved Spæthli

A fast-growing shade tree. Grows more compact than most fast-growing trees, has a lot of color. Dark green foliage with purplish-red color on underside of leaf.

8 to 10 ft., br. ....	27.50	250.00
6 to 8 ft., br. ....	22.50	200.00
5 to 6 ft., br. ....	16.50	150.00
4 to 5 ft., br. ....	12.50	115.00

**ACER SACCHARUM**

(Columnar Sugar Maple), slightly branched.

Truly a beautiful columnar tree with dark green foliage and very columnar in habits.

7 to 8 ft. ....	27.50	265.00
6 to 7 ft. ....	22.50	215.00
5 to 6 ft. ....	20.00	190.00
4 to 5 ft. ....	17.50	165.00

**ACER DASYCARPUM**

(Silver Maple)

12 to 14 ft., br. ...	21.00	200.00
10 to 12 ft., br. ...	18.00	165.00
8 to 10 ft., br. ....	15.00	135.00
6 to 8 ft., br. ....	12.00	110.00
5 to 6 ft., br. ....	10.00	90.00

**BETULA ALBA**

(European White Birch)

10 to 12 ft., br. ...	25.00	225.00
8 to 10 ft., br. ...	20.00	175.00
6 to 8 ft., br. ....	15.00	135.00
5 to 6 ft., br. ....	11.00	100.00

**BETULA ALBA**

(Clump Birch), 3-stem

6 to 7 ft. ....	25.00	225.00
5 to 6 ft. ....	20.50	180.00
4 to 5 ft. ....	17.50	160.00
3 to 4 ft. ....	13.50	125.00
2 to 3 ft. ....	10.50	95.00

**FRAXINUS QUADRANGULATA**

(Blue Ash)

A good grower, compact and hardy.

8 to 10 ft., br. ....	32.50	300.00
6 to 8 ft., br. ....	27.50	250.00
5 to 6 ft., br. ....	22.50	200.00

Quantity prices and catalog on request.



**POWELL VALLEY NURSERY**

210 S. E. Vista Ave. Gresham, Ore.  
Phone: MOhawk 5-3537

ter and Central chapter for the directors' meeting. The secretary was then instructed to contact Central and Peninsula chapters in regard to a joint installation program. A motion was also made and carried that the Redwood Empire chapter should offer to host the 1960 installation.

Before adjourning the business meeting, President Lackey thanked the barbecue committee and all other members who participated in planning the event in August. The meeting was then turned over to Dan Beidel, of the California Spray-Chemical Corp., Richmond, who showed a film "How To Sell Quality." After the film presentation the meeting was adjourned.

Hugh Wallace, Sec'y.

**SAN DIEGO CHAPTER**

The August election meeting of the San Diego chapter, California Association of Nurserymen, was held at the Lafayette hotel, San Diego. President Phillip Seeman, Seeman's Nursery, San Diego, called the meeting to order and asked Vice-president Moto Asakawa, Presidio Nursery, San Diego, to introduce the chapter's unexpected guests, the C. A. N. president, James Perry, and executive secretary, Elmer Merz, who had driven to San Diego from Long Beach after completing arrangements for the state convention.

In the election that followed, the secretary was requested to cast a unanimous ballot for the following new officers: President, Moto Asakawa; vice-president, Humphrey Lane, La Mesa Nursery, La Mesa; executive treasurer, Craig Smith, and corresponding secretary, Ada L. Perry. The new directors are Frank Antonicelli, Mission Hills Nursery, San Diego; Joseph Burnett, Casler's Nursery, El Cajon, and Ed James, Coronado.

Elmer Merz then spoke on the Gardeners' Hoe-down promotion scheduled for October 16 to 25, and Mr. Perry invited all chapter members to attend the C. A. N. convention, emphasizing the arrangements made for the entertainment of the ladies.

Speakers for the evening were Gil May and Jerry Brockman, president and sales manager, respectively, of the American Peat Co., who described the manufacture and use of their product, Ligna-Peat. Seward Bessemer, of the farm adviser's office, concluded the program with an evaluation of hybrid Bermuda grasses, in which he ranked Ormond and Everglades 3 among the best.

Ada L. Perry, Sec'y.

**QUALITY ROSES**

Grown in the healthy, smog-free valley of central California.

Finest, field-grown, two-year-old rose plants in the west.

Now booking orders for delivery in January and February of 1960.

Featuring all the NEW A. A. R. S. AWARD WINNERS.

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FRUIT TREE SEEDLINGS  
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Licensed Growers of

Crimson King Maple (Pat. No. 735)  
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in Quality Stock

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Skimmia japonica  
General Nursery Stock  
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Wholesale Grower  
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Top-quality, field-grown patented and  
standard roses.

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Jefferson, Ore.



## SAN DIEGO DIRECTORS

A directors' meeting of the San Diego chapter of the California Association of Nurserymen was held Thursday evening, September 3, at the home of President Phillip Seeman, Seeman's Nursery, San Diego.

The treasurer's report was read after the minutes of the July board meeting were approved. The September dinner date was set for Thursday, September 17, to prevent conflict with the state convention, September 22 to 24 at Long Beach.

A motion was carried to assist in the furnishing of plants for the Children's hospital, contiguous to Sharp's hospital on Highway 395. It was voted not to enter the Junior Achievement field.

Ada L. Perry, Sec'y.

## CENTINELA CHAPTER

New officers of the Centinela chapter of the California Association of Nurserymen have been elected as follows: President, Keiji Yata, Yata Nursery, Torrance; vice-president, Kenneth Terry, Hawthorne Nursery, Hawthorne; treasurer, Eizo Etow, Etow's 101 Nursery, Redondo Beach, and directors, Adrian Herron, Herron's Shade Gardens, Gardena; Warren Bishop, Bishop's Patio Gardens, Manhattan Beach; Helga Ortlinghaus, Walter's Nursery, Los Angeles, and Loring Bigelow, Newcoast Nursery, Torrance.

At the same meeting when new officers were named, the members honored Robert T. Warner, proprietor of Manhattan Garden Supply, Manhattan Beach, voting him the outstanding member of the year for his activities in the community, the chapter and the state association.

Pressley Jones, C. A. N. insurance representative, told members that the chapter was eligible for hospital, surgery, life and disability insurance.

## CENTRAL CHAPTER

At the meeting of Central chapter of the California Association of Nurserymen held September 8 at the Red Rooster, Oakland, the outgoing president, John Lasagna, turned over the gavel to the new president, Phil Cohn, Foothill Nursery, Oakland. Mr. Lasagna was presented with an engraved desk set for his efforts on behalf of Central chapter for the year 1958-1959. There were 54 in attendance.

Mr. Cohn announced that the firm selected to supply uniforms for members had been successful in signing [Concluded on page 112]

# get EXTRA PROFITS every time you sell a plant!

## IT'S EASY WITH SMART MODERN PLANTERS BY PATIO WOOD

You not only make a higher profit—you protect your reputation when you sell the quality line—PATIO WOOD planters and accessories—built to last the lifetime of the plant—handsome enough to bring the customer back for more. Order direct for high profits on a line that can't be compared for quality or competitive pricing!

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Stunning new planter in the oriental mood; redwood, gray or black.

WALL POCKETS • SQUARE TUBS • HANGING BASKETS • OCTAGONAL TUBS • GARDENETTE PLANTER • PLANT WALKERS • COPPER PANS • PLANT ROLLERS • SNAP-ON CASTERS

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1-yr. named grafts in red, white, pink, purple and variegated, 55¢ each per 1000. Your selection of colors, 1-yr. named grafts, your selection of names, 75¢ each per 1000; 80¢ each per 100; \$1.00 each per 10. 1-yr. yellow, \$2.45 each.

25% deposit with order or credit reference.

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302 Roseway Everett, Wash.

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Boskoop, Holland

Reliable exporters for general nursery stock since 1922.

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The Finest Northwest-Grown Hybrids and Species Hardy Cyclamen a Specialty Catalog on request.

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Lake Grove, Ore.  
Established 1930

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In Season

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PORTLAND 19, OREGON

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GENERAL NURSERY STOCK

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1958 Handbook of

## PANSY CULTURE only 50¢

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Rate: 40 cents per line, each insertion.

Minimum order, \$4.00.

Instructions for the November 1 issue must be received by Friday, October 9.

Forms for November 15 issue will close Friday, October 23.

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OFFERING FOR IMMEDIATE DELIVERY.  
Each, 100 250 500 1000  
4 to 6 ins. .... \$0.70 \$0.65 \$0.63 \$0.60  
6 to 8 ins. .... 1.20 1.10 1.00 .90  
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Packing charge 50c per carton.  
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18 to 21 ins. B&B. .... 4.00 2.50  
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**HINO-CRIMSON, PALESTRINA, ETC.**  
Thousands of beautiful specimen Kurume, Glenn Dale and other evergreen Azaleas. Dense, bushy, well-budded for forcing and landscape planting. Order now to be sure of getting your requirements. Attractive prices. Landscape sizes and liners. Send for list.  
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Exmore, Va.

**LINING-OUT STOCK**  
Transplants from flats, 4 to 5 branches, \$15.00 per 100, \$130.00 per 1000; 3 to 5, 40c each; 5 to 6, 50c each.  
Lining-out stock of Evergreens. Ask for complete list.

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For forcing and landscape planting.  
Write for our fall trade list.  
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R. F. D. 3 Bridgeton, N. J.  
Azaleas, mollis, 24 ins., \$200.00 per 100. Well budded. Hino-Crimson, 12 to 15 ins., \$100.00 per 100. Kordus Nursery, Deer Park Ave., R. D. 4, Huntington, N. Y.

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**RED-LEAVED BARBERRY**  
(Atropurpurea) 2-yr. seedlings  
6 to 9 ins. .... \$40.00 per 1000  
8 to 12 ins. (twice trimmed)... 50.00 per 1000  
Cash with order.

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**RASPBERRY PLANTS**  
Place your orders now for fall or next spring deliveries.  
The new Durham Everbearing and off-season red Raspberry; also Latham, Muskoka, Canby (midseason), Madawaska, Earli-red and Gatineau (very early), September Everbearing, 3/16 to 1/4-in., \$65.00 per 1000; 1/4-in. up, \$75.00 per 1000.  
Above priced F.O.B. No charge for packing. Write for free catalog. Packout prices on Strawberry and Raspberry plants on request.

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## RASPBERRY PLANTS

New Logan, tips .... \$35.00 per 1000  
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Latham Red, suckers, 1/4 .... 50.00 per 1000  
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Fall or spring delivery.

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Fall delivery.  
Write for price on the amount you need.

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QUALITY GUARANTEED

It will pay you to request our wholesale price list if interested in bulbs and perennials for fall delivery.

Offered at competitive prices are the best of newer introductions, as well as all standard and popular varieties.

Ask for your copy TODAY. You will be glad you did.

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Inspected, healthy stock.

6 cm., \$5.00 per 1000.

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FOR NATURALIZING 100 1000  
Double nosed and round I ..... \$6.00 \$50.00  
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Planting stock ..... 20.00  
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**IMPORTED DUTCH FALL BULBS**  
Do you prefer quality? Send for our reasonable prices. We have for you Tulips, Hyacinths, Daffodils, Crocus, Amaryllis, Peonies, Irises and many other kinds of flower bulbs.

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Your letterhead will bring a copy to you. The wide variety, the low prices will amaze you. Also see display ad in this issue.  
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Demand for this excellent seed is increasing each year. For two years now we have sold out and have had to disappoint many planters.

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50c per lb.  
Cheaper in large quantities.

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(Castanea mollissima)  
Grown from selected stock.  
Order now for fall delivery.  
Expect to have several tons.  
Less than 100 lbs., 35c per lb.  
100 lbs. and over, 30c per lb.

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Sell Stock Quickly and Easily with  
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### CLEMATIS VINES

**VILLE DE LYON, RED.**  
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From 4-in. pots, 65c.  
Cash with order. Fall delivery.

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**20,000 DOGWOOD**  
Cornus florida Each, per 100  
6 to 8 ft. .... \$2.00  
8 to 10 ft., extra heavy ..... 5.00  
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6 to 8 ft. .... 5.00  
8 to 10 ft., extra heavy ..... 8.00  
(B&B, 75c per tree.)

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Each, 100 1000

**2 1/2-IN. POTTED LINERS**  
Armstrong Pfitzer, 2-yr. .... \$0.22 1/2 \$0.20  
Pfitzer Juniper ..... .21 .18 1/2  
Blue Pfitzer Juniper ..... .22 1/2 .20  
Burk Juniper, 2-yr. .... .25 .22 1/2  
Biota aurea nana, 2-in. pots. .... .17 1/2 .15  
Hetz glauca Juniper, 2-yr. .... .22 1/2 .20  
Taxus adamsii, 2-yr. .... .22 1/2 .20  
Taxus adamsii columnaris, 2-yr. .... .22 1/2 .20  
Taxus brownii, 2-yr. .... .22 1/2 .20  
Taxus media, 2-yr. .... .22 1/2 .20  
Taxus cuspidata, 2-yr. .... .22 1/2 .20  
**FIELD-GROWN LINERS, from pots and transplanted to nursery row.**  
Armstrong Pfitzer, 3-yr. .... .45 .40  
Armstrong Pfitzer, 2-yr. .... .35 .30  
Pfitzer Juniper, 2-yr. .... .32 1/2 .27 1/2  
Blue Pfitzer Juniper, 2-yr. .... .35 .30  
Biota aurea nana, 2-yr. .... .30 .25  
Biota aurea nana, 2-yr. .... .30 .25  
Woodward Globe Arb., 2-yr. .... .30 .25  
**ROOTED CUTTINGS, heavy rooted cuttings in lath house, ready now.**  
Pfitzer Juniper ..... .12 .11  
Taxus adamsii columnaris ..... .11 .10  
Taxus brownii ..... .10 .09  
Taxus cuspidata ..... .10 .09  
Taxus hicksii ..... .10 .09  
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**TERMS:** Cash with order, free packing.  
300 plants of a variety at 1000 rate.  
Special quotations on large quantities.  
**VOGE NURSERY**  
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**SEEDLINGS AND TRANSPLANTS**  
**NORWAY SPRUCE** Per 1000  
4-yr. transplants, 5 to 8 ins. .... \$4.00  
4-yr. transplants, 9 to 14 ins. .... 60.00

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4-yr. transplants, 5 to 8 ins. .... 40.00  
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**COLORADO BLUE SPRUCE**  
2-yr. seedlings, 3 to 6 ins. .... 22.00  
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**BLACK HILLS SPRUCE**  
4-yr. transplants, 4 to 6 ins. .... 55.00  
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4-yr. transplants, 4 to 6 ins. .... 45.00  
4-yr. transplants, 7 to 12 ins. .... 60.00

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4-yr. transplants, 6 to 10 ins. .... 65.00  
4-yr. transplants, 11 to 16 ins. .... 80.00

**SCOTCH PINE**  
French D'Auvergne, 2-yr. seedlings,  
6 to 8 ins. .... 18.00  
Austrian Hills, 4-yr. transplants,  
9 to 12 ins. .... 40.00  
4-yr. transplants, 12 to 16 ins. .... 60.00

**AUSTRIAN PINE**  
4-yr. transplants, 6 to 8 ins. .... 45.00  
4-yr. transplants, 8 to 12 ins. .... 55.00  
5-yr. transplants, 14 to 20 ins. .... 75.00

Satisfaction guaranteed.  
Please visit us.  
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## EVERGREENS, LINERS

**Junipers, Andorra, 2 1/2-in.** 100 1000  
extra heavy ..... \$22 \$200  
Pfitzer, 2 1/2-in., extra heavy ..... 23 200  
Hetz, 2 1/2-in., extra heavy ..... 23 200

**DIEHL'S FLOWER SHOP & NURSERY**  
R. 1, Box 150 Columbia, Ill.

**SCOTCH PINE SEEDLINGS**  
French strain, 2-yr., 2 to 5 ins.,  
100, \$3.00; 1000, \$15.00; 5000, \$65.00.  
**MELLINGER'S, NORTH LIMA, O.**

## CONIFEROUS EVERGREEN SEEDLINGS

	Per 100	Per 1000
Thuja occidentalis, 2-yr.		
2 to 4 ins.	\$2.50	\$15.00
Abies balsamea, native, 2-yr.		
2 to 4 ins.	3.00	20.00
Pseudotsuga taxifolia glauca (Rocky Mt.), 2-yr., 2 to 4 ins.	3.00	20.00
4 ins.	3.00	20.00
2-yr., 4 to 6 ins.	4.00	30.00
Abies concolor, 2-yr., 2 to 4 ins.	4.00	30.00
Juniperus virginiana, seeds collected locally; 2-yr., 2 to 4 ins.	3.50	25.00
Pinus nigra, 3-yr., 4 to 6 ins.	4.00	30.00
Pinus resinosa, 2-yr., 2 to 4 ins.	3.00	20.00
4 to 6 ins.	4.00	30.00
Pinus sylvestris, 2-yr., 2 to 4 ins.	2.50	15.00
4 to 6 ins.	3.50	25.00
Pinus mugo mughus, 3-yr., 2 to 3 ins.	4.00	30.00
Picea mariana, 3-yr., 4 to 6 ins.	3.00	20.00
Picea pungens glauca, from select seed, 2-yr., 2 to 4 ins.	3.00	20.00
2-yr., 4 to 6 ins.	4.00	30.00
Picea engelmanni, 3-yr., 3 to 5 ins.	2.50	15.00
Picea excelsa, 2-yr., 2 to 4 ins.	2.50	15.00
3-yr., 4 to 6 ins.	3.00	20.00
Picea canadensis alba, native; 2-yr., 2 to 4 ins.	2.50	15.00
3-yr., 4 to 6 ins.	3.50	25.00
Cash with order. F.O.B. Pembine, Wis.		
Price list on request.		
C. WILSON'S NURSERY, PEMBINE, WIS.		

## EVERGREEN LINERS

	Per 100	Per 1000
POTTED LINERS		
Juniper, Pfitzer, 2 1/2-in. pots.	\$27.50	\$250.00
Juniper, Pfitzer compacta, 2 1/2-in. pots	27.50	250.00
Juniper, glauca hetzi, 2 1/2-in. pots	22.50	200.00
Taxus, Adams, 2 1/2-in. pots.	27.50	250.00
Taxus browni, 2 1/2-in. pots.	27.50	250.00
Taxus cuspidata, 2 1/2-in. pots.	27.50	250.00
Taxus hatfieldi, 2 1/2-in. pots.	27.50	250.00
Taxus intermedia, 2 1/2-in. pots.	27.50	250.00
Thuja pyramidalis, 2 1/2-in. pots	22.50	200.00
Thuja woodwardi, 2 1/2-in. pots.	22.50	200.00
3-YR. BEDDED CUTTINGS		
Taxus cuspidata	17.50	150.00
Taxus hicksii	17.50	150.00
Improved Pyramid	17.50	150.00
Juniper, Andorra	17.50	150.00
Siberian Arborvitae	17.50	150.00
Juniper, Pfitzer	17.50	150.00
No charge for packing if cash accompanies order.		

## THE HOLLANDIA GARDENS

South Vienna, O.

## NEW! OUTSTANDING!

## PHOTINIA FRASERI

Hybrid *P. serrulata* x *P. glabra*. Hardier, more colorful than the latter variety and less susceptible to mildew than the *serrulata*. Acclaimed by many good nurserymen the best new broad-leaved evergreen of recent introduction. We now offer liners: From 2 1/2-in. pots, \$25.00 per 100, \$225.00 per 1000. 50 to 250 at 100 rate; 251 up at 1000 rate. Terms: Cash with order, packing free unless credit established with us. Packing at cost on 30-day accounts. If you haven't received a copy of our new list offering extensive assortment of liners, ask for copy.

FRASER NURSERIES, INC.  
P. O. Box 465 Birmingham 1, Ala.

## EVERGREEN SEEDLINGS

	Per 100	Per 1000
Scotch Pine, 8 to 16 ins.	\$4.00	\$20.00
Scotch Pine, 4 to 8 ins.	3.00	15.00
Austrian Pine, 8 to 16 ins.	4.00	20.00
Austrian Pine, 4 to 8 ins.	3.00	15.00
Red Pine, 8 to 16 ins.	4.00	20.00
Colorado Blue Spruce, 8 to 12 ins.	6.00	25.00
White Spruce, 8 to 16 ins.	6.00	25.00
Norway Spruce, 8 to 16 ins.	6.00	25.00
Eastern Red Cedar, 8 to 16 ins.	6.00	25.00
Eastern Red Cedar, 4 to 8 ins.	4.00	20.00
Blue Douglas Fir, 2 to 4 ins.	3.00	15.00
Gray Douglas Fir, 3 to 5 ins.	3.00	15.00
2 per cent discount for cash with order.		

## DUNEGAN NURSERY

Clymer, Pa.

## HEAVILY ROOTED CUTTINGS

	Per 100	Per 1000
Taxus cuspidata, 6 to 8 ins.	\$6.50	\$60.00
Juniperus hibernica, 8 to 10 in.	6.50	60.00
1-YR. TRANSPLANTS		
Taxus cuspidata	13.00	120.00
Taxus intermedia	13.00	120.00
Taxus cuspidata nana	13.00	120.00
3-YR. TRANSPLANTS		
Juniperus glauca hetzi	32.00	300.00
Juniperus hibernica	32.00	300.00
Taxus cuspidata	32.00	300.00
50 at 100 rate; 300 at 1000 rate.		

## NEIDEL'S NURSERY

216 Park Ave. Oil City, Pa.

## CANADA HEMLOCK

## COLLECTED SEEDLINGS

	Per 100	Per 1000
6 to 9 ins.	\$5.00	\$50.00
9 to 12 ins.	8.00	70.00
12 to 18 ins.	15.00	120.00
18 to 24 ins.	30.00	300.00
NURSERY-GROWN TRANSPLANTS		
4 to 8 ins., 2-yr.	20.00	180.00
8 to 12 ins., 2-yr.	25.00	240.00
12 to 18 ins., 2-yr.	60.00	600.00
18 to 24 ins., 2-yr.	80.00	800.00
Send for complete list of hardy native Ferns, wild flowers, trees, shrubs and Evergreens.		

ISAAC LANGLEY WILLIAMS  
Box AN Exeter, N. H.

## SALE

Special summer and fall sale rate. "The Finest" Evergreen liners and cuttings, 2-yr., pot-grown stock, 7 to 9 ins., sheared, 20c to 26c each, per 1000 rate. Heavy rooted cuttings, 1-yr.-old, 8c to 9c per 1000 rate.

NOTE! Write for price list with full line of potted stock and rooted cuttings. Bargain offer on 250 pot plants or 250 rooted cuttings. Special prices on large quantities, samples free on request.

Call collect Tipp City NO 7-6393.

MIAMI NURSERY CO.

Tipp City, O.

## PINE, SPRUCE SEEDLINGS

	100	1000
Scotch Pine, 3-yr., 10 to 14 ins.	\$6.00	\$30.00
(French and Spanish strains)		
Co. Blue Spruce, 4-yr.		
6 to 12 ins.	8.00	50.00
Norway Spruce, 3-yr., 8 to 12 ins.	6.00	35.00
Juniperus glauca hetzi, 3-yr., 6 to 12 ins.	25.00	250.00
Spreading Jap. Yew, 3-yr., 5 to 10 ins.	30.00	300.00
Write for complete list.		

PAINT CREEK NURSERIES

R. D. 1 Shippville, Pa.

## KOSTER BLUE SPRUCE

1-yr. grafts, \$1.50.

Fall delivery.

Cash with order.

## FOUR STAR NURSERY

5215 328 St., S. W., Edmonds, Wash.

## EVERGREENS, LINERS

	Each	100	1000
Taxus hicksii, 2-yr., 8 to 10 ins.	\$0.22	\$22.00	\$220.00
Taxus hatfieldi, 2-yr., 8 to 10 ins.	.22	22	220
Andromeda, 2-yr., 8 to 10 ins.	.22	22	220
Andromeda, 2-yr. bedded stock, cut back last spring	.35	35	350

HAMPDEN MEADOWS NURSERY

488 Sowams Rd. Barrington, R. I.

## SURPLUS EVERGREENS

Taxus cuspidata, 2 and 3-yr.-old.

Taxus hicksii, 2 and 3-yr.-old.

Pyramidal Arborvitae, 18 to 24 ins., 24 to 30 ins. and 30 to 36 ins.

Write for prices.

DRAKE'S NURSERIES

G-4342 Branch Rd. Flint, Mich.

## EVERGREENS, B&amp;B

## SHEARED STOCK, GOOD BALL

Biota aurea nana, 12 to 15 ins.	\$0.80
Euonymus japonicus, 18 to 24 ins.	1.35
Euonymus japonicus, silver, 12 to 15 ins.	1.00
Euonymus patens, 18 to 24 ins.	1.00
Ilex rotundifolia, 12 to 15 ins.	1.35
Juniperus excelsa stricta, 12 to 15 ins.	.80
Juniperus glauca hetzi, 12 to 15 ins.	1.00
Juniperus hibernica, 15 to 18 ins.	.80
Taxus cuspidata, 12 to 15 ins.	2.00
Taxus media hicksii, 18 to 24 ins.	2.50
Thuja occ. globosa, 10 to 12 ins.	.80
Thuja occ. pyramidalis, 15 to 18 ins.	1.00
Silver Maple, B&B, 6 to 8 ft.	1.35
Write for complete wholesale price list.	

SO. JERSEY COLONIAL NURSERIES, INC.

Route 45, R. D. 1 Salem, N. J.

Phone Salem 2356

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QUANTITY BUYERS ATTENTION!

1000 Colorado Spruce, 4, 5 and 6 ft.

1500 White and Norway Spruce, 4, 5 and 6 ft.

Priced reasonable for quality trees.

Transplanted, Good soil, Easy access.

Fall 1959, Spring 1960.

## SPRUCE ACRES

A. V. Osterling &amp; Son

1286 East Main Rd. Newport, R. I.

Phone Newport Dial V. I. 6-3183

## LIGUSTRUM LUCIDUM (HEAVY)

2 to 3 ft., \$1.50; 3 to 4 ft., \$2.50.

Abelias, 3 to 4 ft., \$1.50.

White Pine, 6 to 8 ft., \$5.00.

## LIBERTY NURSERIES

R. 1, Box 61 Greenville, S. C.

## PINES, NURSERY-GROWN

## SHEARED

	5-29	30-99	100 up
Austrian, Red, Scotch, White.			
18 to 24 ins.	\$2.50	\$2.00	\$1.75
2 to 3 ft.	3.00	2.75	2.50
3 to 3 1/2 ft.	3.75	3.50	3.25
3 1/2 to 4 ft.	4.25	4.00	3.75
4 to 4 1/2 ft.	5.00	4.75	4.50
4 1/2 to 5 ft.	5.50	5.25	5.00
NORWAY SPRUCE			
18 to 24 ins.	2.50	2.00	1.75
2 to 3 ft.	2.75	2.50	2.25
3 to 3 1/2 ft.	3.50	3.25	3.00
3 1/2 to 4 ft.	4.50	4.00	3.75

Wholesale list on request.

R. BRUMOND SMITH NURSERY

R. R. 2, Box 198 Muncie, Ind.

Phone At 2-5144

## SHEARED STOCK, GOOD BALL

3000 Andorra Juniper, 12 to 15, 15 to 18, 18 to 24 ins.

2500 Hetz Juniper, 12 to 15, 15 to 18, 18 to 24 ins.

1000 Pfitzer Juniper, 12 to 15, 15 to 18 ins.

3000 Woodward globe Arbor, 9 to 12, 12 to 15, 15 to 18 ins.

3000 dark green Am. Arbor., 12 to 18, 18 to 24, 24 to 30 ins.

Write for prices or come and see them.

We have some other Evergreens in larger sizes. Also 20 acres of nice shade trees in Maples, Sycamores, Birch, Mt. Ash, etc.

NAGLE'S NURSERY

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## SURPLUS STOCK

Specimen stock, sheared close each year.

Balled and burlaped.

20,000 spreaders: Junipers, Pfitzer, hetzi glauca, Von Ehron, Silver Pfitzer, Andorra.

15 to 18 ins., \$1.50; 18 to 24 ins., \$1.75; 2 to 3 ft., \$2.25.

6000 Irish Juniper (hibernica fastigiata), 2 to 3 ft., \$1.50; 3 to 4 ft., \$1.75; 4 to 5 ft., \$2.00.

6000 Euonymus patens, large, medium, small leaf; 15 to 30 ins., \$1.00.

4000 Nandinas, 15 to 18 ins., \$1.00; 18 to 24 ins., \$1.25; 2 to 3 ft., \$1.50.

All priced F.O.B. our place.

ROLLER'S NURSERY, ROGERS, ARK.

Phone ME 6-4790

## EVERGREENS, B&amp;B

	Each
Arborvitae, globe, 12 to 15 ins.	\$1.65
15 to 18 ins.	1.75
Juniper, Andorra, 12 to 15 ins.	1.45
15 to 18 ins.	1.75
Juniper, Hetz, 12 to 15 ins.	1.35
18 to 24 ins.	1.95
Juniper, Pfitzer, 12 to 15 ins.	1.45
15 to 18 ins.	1.65
Juniper, Savin, 15 to 18 ins.	1.45
18 to 24 ins.	1.95

TERMS: Cash with order, please.

SHARP'S EVERGREEN NURSERY

Albion, Mich.

Dial NA 9-6370 or NA 9-4090

## LANDSCAPE QUALITY

	100
Ilex crenata convexa	
15 to 18 ins.	\$2.00
18 to 24 ins.	2.25
24 to 30 ins.	3.00
30 to 36 ins.	3.75
3 to 3 1/2 ft.	4.50
3 1/2 to 4 ft.	6.50

Send for complete new wholesale list.

LINDLEY NURSERIES, INC.

Wholesale Growers

Greensboro, N. C.

## LANDSCAPE STOCK

100 Hemlock, 5 to 6 ft.	
300 Ilex crenata convexa, 18 to 24 ins., heavy	
300 Ilex rotundifolia, 24 to 30 ins., heavy	
200 Euonymus alatus compactus, 3 1/2 to 5 ft.	
60 Taxus capitata, 3 1/2 to 4 1/2 ft.	
50 Taxus hicksii, 4 to 5 ft., heavy specimens	
50 large spreading Taxus, 4 to 5 ft., heavy	
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Heavily sheared 4 and 5 times.

Transplanted, 3 to 4 ft. and 4 to 5 ft.

Come and see for yourself.

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Pines, red and white; B&B, sheared, 2 to 7 ft. Send us your surplus list of liners, trees and shrubs. Sunnyvale Nursery, Box 241, Athens, O. Phone 8-5135. Located on US Route 33, 2 miles N. of Athens.



**EVERGREENS, B&B—Continued**

JUNIPERS, HETZ AND PFITZER  
15 to 18 ins. to 24 to 30 ins., row-run,  
you dig them. \$50.00 per 100.  
A. J. BUTTERFIELD, FARMINGTON, MO.

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**EVERGREENS**  
American Arborvitae (dark strain),  
18 to 24 ins. .... \$1.75  
2 to 3 ft. .... 2.50  
3 to 4 ft. .... 3.25  
Globe Arborvitae, 15 to 18 ins. .... 2.00  
18 to 24 ins. .... 2.75  
Pyramidal Arborvitae, 3 to 4 ft. .... 2.75  
4 to 5 ft. .... 3.75  
5 to 6 ft. .... 4.25  
Truck or carload lots.  
HENRY NURSERIES, HENRY, ILL.

**EUONYMUS****EUONYMUS LINERS**

Per 100 Per 1000  
**ROOTED CUTTINGS** from open frames  
E. coloratus ..... \$ 6.50 \$ 45.00  
E. patens ..... 7.00 50.00  
E. patens, small leaf ..... 7.00 50.00  
E. radicans upright, Sarcocoe ..... 8.00 60.00  
**2-YR. TRANSPLANTS**  
E. coloratus ..... 33.00 280.00  
E. radicans upright, Sarcocoe ..... 35.00 300.00  
**3-YR. TRANSPLANTS**  
E. radicans upright, Sarcocoe ..... 55.00 500.00  
FOX NURSERY, HUMANSVILLE, MO.

**EUONYMUS**

Each, 100 1000  
E. alatus compactus, 2-yr., T.  
9 to 12 ins. .... \$0.30 \$0.25  
3-yr., T. 12 to 18 ins. br. .... .45 .40  
Suitable for mail order.  
E. radicans vegetus, 2-yr., T. .... .30 .25  
C. HOOGEENDOORN  
WHOLESALE NURSERYMAN  
413 Turner Rd. Newport, R. I.

**EUONYMUS VEGETUS**

Heavy rooted cuttings,  
\$10.00 per 100, \$90.00 per 1000.  
Free packing.  
Cash with order unless credit is established.  
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The nation's finest quality paper-shell  
Pecan trees. Vigorous, heavy caliper, smooth  
trees, grown under irrigation. All staked  
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dug with the whole fibrous root system in-  
tact. Free, four-color Point of Purchase ban-  
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Free planting guide for your customers.  
Order now while selections are complete.  
Varieties available: Stuart, Success, Mahan,  
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prices on packaged trees in attractive four-  
color bags.

**PRICES, BARE-ROOT TREES**

50 100 500  
1 to 2 ft. .... \$0.90 \$0.85 \$0.80  
2 to 3 ft. .... 1.30 1.25 1.20  
3 to 4 ft. .... 1.45 1.40 1.35  
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Box 2000 Stephenville, Tex.  
50,000 PEACH TREES  
20 varieties.

10 to 12 ins. .... 8c each  
12 to 18 ins. .... 10c each  
18 to 24 ins. .... 12½c each  
24 to 30 ins. .... 17½c each  
30 to 36 ins. .... 20c each

**J. A. PACK NURSERY**

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Phone MO 8-8568

**FRUIT TREE LINERS**

Peach, Apple, Plum, Pear, Cherry.  
Reasonably priced. Send want list.

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**RED RHUBARB, NO. 1 DIVISIONS**  
Chipman's Canada Red, MacDonald Red,  
Valentine Red. Also jumbo divisions.  
CHAPMAN'S BERRY FARM  
East Leroy, Mich.

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**QUALITY GERANIUM CUTTINGS**  
Unrooted, \$4.50 per 100, \$40.00 per 1000;  
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varieties slightly higher. Catalog of  
over 150 leading varieties free.  
C. SECRIST, MUSCATINE, IA.

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LADY JANE  
Unrooted ..... 1000, \$40.00  
Callused, allow 4 weeks del. .... 1000, 60.00  
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Minimum orders: 1000 cuttings, unrooted;  
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100 per variety, add 10 per cent. Check with  
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Hardy running Myrtle (Vinca minor),  
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ever quality, dug and shipped fresh, \$50.00  
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Honeysuckle (Hall's halliana), 2 to 3  
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cuttings, \$50.00 per 1000.  
Pachysandras, 1-yr., rooted cuttings, \$50.00  
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(ARCTOSTAPHYLOS UVA-URSI)  
Ideal evergreen trailer for sandy or acid  
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3-in. pots.  
Individually wrapped with all their roots  
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\$50.00 per 100; 25 per 100 rate.  
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Cash with order. No C.O.D.

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R. D. 2 Nichols, N. Y.  
VINCA MINOR Per 1000  
Made-up clumps, 10 to 20 leads ..... \$50.00  
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2-yr. transplants, No. 1 ..... 65.00  
Write for special free delivery prices on  
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Hardy Myrtle (Vinca minor), plants with  
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Also potted stock of all items listed.  
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**HARDY MYRTLE**

25 lead average, \$5.00 per 100, \$50.00 per  
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Clumps, out of 2-in. pots, 10c each.

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Surplus Stock  
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Cash  
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**HARDWOOD CUTTINGS**  
SHRUBS AND EVERGREENS.  
Cornus, Forsythias, Hydrangeas, Privet,  
Honeysuckles, Philadelphus, Spiraeas.  
Evergreens: Taxus, Junipers, Arborvitae.  
Collected, inspected hard Maple, Ostrya  
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Write for varieties and prices.  
SCOTCH GROVE NURSERY  
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Unrooted. Hand-trimmed from good stock.  
Taxus cuspidata Taxus hatfieldi  
Taxus hickii Taxus browni  
Taxus hilli Taxus intermedia  
\$20.00 per 1000. F.O.B. Cash in advance.  
Shipped November 15 to January 15. No  
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Paris, Ill.

**HARDWOOD CUTTINGS**

Unrooted, from our own blocks and plant-  
ings. Hand-trimmed, ready for bed planting.  
Guaranteed true to name.

Per 1000  
Andorra Juniper ..... \$15.00  
Hetz Blue Juniper ..... 15.00  
Bark Juniper ..... 15.00  
Maney Juniper ..... 20.00  
Hillsapire Juniper ..... 15.00  
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Globe Arborvitae ..... 15.00  
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Delivery at any time. 500 at 1000 rate.  
Packed free. Cash with order, please.  
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Choice No. 1 grade, transplanted stock for  
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AQUILEGIA (Columbine) McKANA GIANT  
HYBRIDS, large showy flowers with long  
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Aquilegia.

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flowers, size of half dollar, 10 ins.

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Foliage is fern-like and silvery gray, for  
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HARDY FALL ASTER LITTLE RED BOY,  
our finest red Aster and a good grower.

CAMPANULA CALYCANTHEMA (Cup-and-  
Saucer type), large bell-shaped flowers,  
bloom in June and July. Four separate  
colors. Single or double, lilac, blue, rose  
and white.

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spikes for show and cutting. An unusual  
assortment of colors.

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mixed colors.

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thistle, blue flowers, 2 to 3 ft.

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IBERIS SEMPERVIRENS (Candytuft), covered  
with a sheet of white flowers in early  
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green foliage.

LAVANDULA VERA (Sweet Lavender), 12  
to 18 ins., used as borders around ever-  
greens. Also can be dried and used in  
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lightful fragrance.

MATRICARIA (Feverfew) BALL'S DOUBLE  
WHITE, pure white.

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BLUE, deep violet-blue bell-shaped flowers  
on 12-in. plants.

PYRETHRUM (Painted Daisy) ROBINSON  
HYBRIDS, exceptionally large flowers in  
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RHASTA DAISY ALASKA, large white.  
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STATICE LATIFOLIA, tiny purple-blue  
flowers on branching heads, 12 to 18 ins.  
across, 18 ins. tall.

STOKESIA (Stokes Aster) CYANEA, large  
blue flowers, dwarf habit, beautiful late  
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TEUCRIUM (Germander) CHAMAEDRY,  
glossy green foliage resembling dwarf Box-  
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shaped flowers on long stems, 2 to 3 ft.  
tall.

VALERIANA COCCINEA, pure rose flowers,  
26 ins. tall.

VERONICA SUNNY BORDER BLUE, one  
of the best blue Veronicas, 18 ins. tall; a  
good grower.

PRICED FOR IMMEDIATE SHIPMENT.  
AT \$12.00 per 100. Minimum of 20 plants  
at the 100 rate.

ASK FOR OUR COMPLETE LISTING  
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WALTERS GARDENS  
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**PITZONKA'S FIELD-GROWN****PERENNIALS**

Strong field-grown plants. Write for trade  
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Bristol, Pa.

**HARDY FERNS (FALL DELIVERY ONLY)**  
Ostrich, Clayton, Lady and Maidenhair.  
\$10.00 per 100, \$75.00 per 1000.  
STRAND NURSERY CO.  
Taylors Falls, Minn.

## HARDY FIELD-GROWN PERENNIALS

Variety	Per 100
<i>Alchemilla saxatile</i> .....	\$ 5.00
<i>Aquilegia Mrs. Scott Elliott's</i> .....	8.00
<i>Carnation grenadin</i> , red, white, pink ..	6.00
<i>Delphinium belladonna</i> .....	7.00
<i>Delphinium belladonna</i> .....	7.00
<i>Dianthus barbatus</i> .....	4.00
<i>Dianthus Pink Beauty</i> .....	5.00
<i>Digitalis Shirley</i> .....	6.00
<i>Ferula</i> , double .....	7.00
<i>Gallardia grandiflora</i> .....	6.00
<i>Gypsophila fl. pl.</i> .....	7.00
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<i>Liatris pycnostachya</i> .....	6.00
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<i>Papaver orientale</i> , scarlet .....	6.00
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<i>Phlox subulata Blue Hills</i> .....	7.00
<i>Phlox subulata Emerald Blue</i> .....	7.00
<i>Phlox subulata Pink Beauty</i> .....	7.00
<i>Phlox White Cushion</i> .....	7.00
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<i>Saponaria coccinea</i> .....	6.00
<i>Shasta Daisy Mayfield Giants</i> .....	6.00
<i>Shasta Daisy Alaska</i> .....	6.00
<i>Mums</i> , red, white, pink lavender .....	12.00

All strong plants for any planting.  
CHEQUAMEGON FLOWER GARDENS, INC.  
Washburn, Wis.

## HARDY FIELD-GROWN PERENNIALS

*Aquilegia*, separate colors: *Arabis*, *Aubrietia*, *Campanula*, *Carnations*, *Chives*, *Delphinium Pacific Hybrida*, 10 separate colors: *Dianthus*, *Digitalis*, *Doronicum*, *Gallardia*, *Geums*, *Heliborus niger*, *Iberis sempervirens*, *English Lavender*, *Lythrum*, *Russell Lupines*, *Myosotis*, *Oriental Poppies*, *Phlox subulata*, 15 varieties: *Primroses*, *Pyrethrum* (Daisies), *Shasta Daisy*, *Esther Reed*, *Sedums*, 10 varieties: *Sweet Williams*, *Thymes*, *Tritomas*, *Violas* and *Violets*.

If you haven't received our 1960 list, send for it now.

100 more good varieties.

All plants freshly dug for each order.  
Shipping season begins September 15.  
GEORGE FRANK AND SON  
Penfield, N. Y.

## MINIATURE ROSES

They're perfection in a "small package." Miniature Rose plants grow 8 to 12 ins. high and are excellent for pot plants, cutting, corages, borders, window boxes. Tough and hardy, they're easy to grow, guaranteed to bloom. Select from the 10 best-known Miniatures in America, including smallest fully double white, the best pure yellow, pinks, reds, primroses and two-tones. Some deliciously fragrant. Write for full descriptions and prices.

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PACIFIC DELPHINIUMS  
BLEEDING HEARTS, CHRYSANTHEMUMS  
HARDY PHLOX, 50 best and newest vars., PRIMULAS, HEUCHERAS,  
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Trade list of over 500 varieties.  
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Wholesale growers of Phlox, outdoor Chrysanthemums and a large assortment of other perennial plants.

Write for trade list.

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Over 500,000 plants.  
Over 475 varieties of choice premium stock.  
Send for catalog.

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America's best source

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THE WAYSIDE GARDENS

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Write for Trade List.

SPECIALISTS IN HARDY PERENNIALS  
Ask for wholesale offer.

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## HEATHERS

## HEATHERS

Fall 1959. Spring 1960.

150	<i>Calluna vulgaris</i> alportii, 4 to 8 ins.	Each \$.45
300	<i>Calluna vulgaris</i> alba erecta, 4 to 6	.45
150	<i>Calluna vulgaris</i> alba minor, 4 to 6	.45
150	<i>Calluna vulgaris</i> multiplex, 4 to 8 ins.	.45
400	<i>Calluna vulgaris</i> pilosa alba, 4 to 6	.45
150	<i>Calluna vulgaris</i> pilosa alba, 6 to 9	.55
300	<i>Calluna vulgaris</i> rubra, 4 to 6 ins.	.45

THE CAPE COD NURSERIES  
H. V. LAWRENCE, INC.  
Falmouth, Mass.

## THE CAPE COD NURSERIES

H. V. LAWRENCE, INC.

Falmouth, Mass.

## HARDY HEATHER PLANTS

Attractive, evergreen, flowering perennials for mixed border or rock garden. White-flowered, pink-flowered with coppery foliage, and purple-flowered available. 10 for \$3.60; 25 for \$8.50; 100 for \$32.00.

PEARCE SEED CO., Moorestown, N. J.

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## HELLEBORUS NIGER

(Christmas Rose)

3-yr. transplants, blooming size.  
Suitable to pot up for sales on roadside stands and garden centers.  
\$50.00 per 100, \$450.00 per 1000.

## C. HOOGENDOORN

Turner Rd. Newport, R. I.

## HEMEROCALLIS

## HEMEROCALLIS (DAY LILIES)

Dug fresh from young stock.

Packing free for cash with order.

Each	100
Allure, light canary-yellow .....	\$0.20 \$0.15
Autumn Red, velvety red .....	.20 .15
Bagdad, orange and copper-red .....	.20 .15
bicolor .....	.20 .15
Beauteau, wide open yellow .....	.20 .15
Calypso, canary-yellow .....	.20 .15
Cinderella, lemon and copper bi- color .....	.20 .15
Delightful Duet, red and yellow .....	.20 .15
bicolor .....	.20 .15
Honey Redhead, velvety bright red .....	.30 .20
Hyperion, best waxy yellow .....	.30 .20
Jewell Russell, 7 to 8 ins., ruffled pale lemon .....	.30 .20
Margaret Perry, brilliant orange ..	.30 .20
Mary Guenther, carmine-red and yellow bicolor .....	.20 .15
Mary Stoker, brown, red and yellow bicolor .....	.20 .15
Mikado, orange, mahogany throat ..	.30 .20
Painted Lady, cinnamon over yel. ..	.40 .30
Rajah, English red .....	.20 .15
Red Token, mahogany-red, purple eye .....	.20 .15
Red Top, star shaped bright red ..	.25 .15
Sunshine Song, excellent chrome- yellow .....	.30 .20
Wau-Bun, cadmium-yellow .....	.20 .15

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WILD BROS. NURSERY CO.

Sarcoxie, Mo.

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August Pioneer, Chengtu, Sweetbriar, Han-  
kow, Rajah, Sachem, Theron, Mikado, \$2.00  
per 10, \$15.00 per 100.  
Aladdin, Dominion, Margaret, Purple Wa-  
ters, Pink Charm, Serenade, Vulcan, Vesta,  
\$2.50 per 10, \$20.00 per 100.

Black Falcon, Painted Lady, Persian Prin-  
cess, \$3.00 per 10.

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## Hardy Hemerocallis.

Write for wholesale list.

Ortonville Nurseries, Ortonville, Mich.

## HOLLY

## QUALITY HOLLY LINERS

<i>Ilex aquifolium</i> (female) .....	\$0.22
<i>Ilex aquifolium</i> (male) .....	.22
<i>Ilex aquifolium</i> var. (female) .....	.25
<i>Ilex cornuta</i> rotunda .....	.25
<i>Ilex opaca</i> Rosalind Sarver .....	.19

2 1/2-IN. PLASTIC POTS  
All Hollies are cutting-grown from selected stock plants. We use only sterilized soils, so we can ship to any state.

## AVAILABLE NOW TO MARCH

Minimum order, 100 plants.

Cash with order, 10 per cent off.

Specify delivery, Railway Express or  
airfreight to the nearest air terminal.  
Weight, approximately 40 lbs. per 100 plants.

## DESCANSO NURSERIES

Pipeline and Walnut

Chino, Calif.

## ILEX OPACA

## CUTTING WOOD

20 named varieties. Very hardy.

Also male and female, unnamed.

WRITE FOR PRICES

and SHIPPING SCHEDULE

## HEMLOCK HOLLOW NURSERY

R. D. 3 Wexford, Pa.

## FINER LINERS FOR FALL

Best hardy varieties of American, English  
and Japanese Holly, as rooted cuttings and  
transplants, from 2 1/2-in., 3-in., beds and  
field. Many other Finer Liners at regular  
competitive prices. Send for new list now  
ready.

## JOHN VERMEULEN &amp; SON, INC.

Finer Liners Neahanic Station, N. J.

## CONTAINER-GROWN PLANTS

## ILEX, OUR SPECIALTY.

1 and 2-gallon sizes.

Convexa, rotundifolia,

burfordi and helleri.

Send for list.

## TILLMAN NURSERY

Indiana Highway 662 Newburgh, Ind.

Phone LU 8-8649.

## HOLLY

English, Silver variegated.

2 1/2-in. pots, 12 to 16 ins., 40c.

Ready now. Cash with order, please.

## KRUSCHKE GREENHOUSES

Clackamas, Ore.

## HOLLIES

3 yrs., twice cut back; compactly branched.  
*Ilex opaca* linear. Only Clark, Cardinal, Ar-  
den, Louise and male plants in wholesale  
quantities of 25 or more, \$1.65 each, lots of  
25, 20 per cent discount, 100 or more. Shipped  
express collect September or October. Cash  
with order, please.

## NATIVE AMERICAN HOLLY FARMS

115 S. Penn St. Manheim 10, Pa.

## ILEX OPACA

## SUPERIOR NAMED VARIETIES

## WHOLESALE SUPPLIERS

## OF LINING-OUT STOCK

Write for our price list.

HOLLY HAVEN, INC.

Box 75 New Lisbon, N. J.

## HONEYSUCKLES

## HONEYSUCKLES

*Lonicera japonica* halliana, extra-heavy  
No. 1, 3 and 4-yr., 18 to 24-in. field plants.  
3, 4 to 6 leads, \$40.00 per 1000; lighter  
grade, \$30.00 per 1000; sample, 100, \$4.00.  
Experienced labor for grading and packing  
quantity orders. Immediate shipment. No  
order too large. Phone OR 2-4612.  
ROBINSON NURSERY CO., Greenville, Ga.

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## IRISES

Many Dyke Medal Winners. Wabash, Ola  
Kala, Blue Rhythm, Blue Shimmer, Tiffany,  
Fairly, Jake, Mulberry Rose, Golden Fleeces,  
Azure Skies, 10 each of any one variety, for  
\$1.40; 10 each of all 10 varieties, for \$12.50.  
DWARF IRISES: The Bride, white; Mora-  
cain, purple; Cyanea, yellow, \$10.00 per 100.  
Oriental Poppies, scarlet, \$6.00 per  
100. Peonies, pink; 3 to 5 eyes, \$25.00 per 100.  
MOSES NURSERIES, LIMA, N. Y.

## IVIES

## BALTIC IVY.

Hardest Ivy. Fine for wall or ground  
cover. True stock. Well-rooted plants.

Rooted cuttings .....

2-in. pots .....

NEW THORNDALE IVY.

2 1/2-in. pots .....

Euonymus kewensis, 2-in. pots, 20.00 per 100

EUONYMUS VEGETUS

2-in. pots, \$12.00 per 100, \$110.00 per 1000.

2-yr. field-grown, \$35.00 per 100.

## STRATFORD GARDENS

Russell Breese, M. R. 9 Delaware, O.

## ENGLISH IVY (HEDERA HELIX)

Our super quality large-leaved strain.  
Approved landscape architects' standards.  
Order now! Ready for immediate shipment.  
Strong 5 to 7-in. cuttings from field plants,  
\$6.00 per 100, \$55.00 per 1000.

BABCOCK GARDENS, R. 3, Jamestown, N. Y.

## LAWN GRASS AND SEED

"PURE KY" BLUE GRASS LAWN SEED  
Same high quality. Much shorter supply.  
Get your order in now.

100 lbs., \$60.00; 50 lbs., \$31.50; 25 lbs.,  
\$16.25; 10 lbs., \$7.50. All F.O.B. Cash. Sub-  
ject to price change and unsold, without  
notice. Give shipping instructions. 25 lbs.  
and under can go parcel post. Send postage.

Route 2 WALNUT LAWN FARM Lexington, Ky.

Pure Merion Blue Grass sod, 40 cper sq. yd.,  
loaded on your truck. Premium sod, raised  
under irrigation. No weeds or other grasses.  
Sunnyvale Nursery, Box 241, Athens, O.  
Phone 3-5135. On R. 33, 2 mi. N. of Athens.

## LINING-OUT STOCK

## LINING-OUT STOCK

Per 100

2 1/2-in. pots: *Taxus hatfieldi* .....

*Taxus hicksii* .....

*Taxus densiformis* .....

2-yr.-old, bedded in the open: .....

*Taxus hicksii* .....

*Taxus compacta* .....

3-yr.-old, field-grown, TT: .....

*Taxus hicksii*, 10 to 14 ins. ....

## FOREST TRAIL NURSERY

Phone 125-2 Contoocook, N. H.

## 2-YR. POTTED EVERGREENS

Each per 1000

2,000 Hets Juniper, 8 to 10 ins. ....

2,000 Pfitzer Juniper, 8 to 10 ins. ....

2,000 Andorra Juniper, 8 to 10 ins. ....

1,000 *Taxus brownii*, 6 to 8 ins. ....

15,000 *Taxus cuspidata*, 8 ins. ....

2,000 *Taxus hicksii*, 8 ins. ....

## TWIN NURSERIES

Box 194 Prairie View, Ill.

## FINER LINERS FOR FALL

New list now ready. Top varieties of  
hardy ornamentals for zones 4, 5 and 6, as  
rooted cuttings, seedlings and transplants  
from flats, 2 1/2-in., 3-in., beds and field, also  
small B&B. Finer Liners don't cost—they  
pay. Send for free copy today.

## JOHN VERMEULEN &amp; SON, INC.

Finer Liners Neahanic Station, N. J.

## LINING-OUT STOCK—Continued

SPECIALS		
	Per 100	Per 1000
Cornus florida alba plena (double White-Flowering Dogwood), 6 to 12 ins. ....	\$50.00	\$450.00
12 to 18 ins. ....	75.00	650.00
Cornus florida rubra (deep Pink-Flowering Dogwood), 6 to 12 ins. ....	40.00	350.00
12 to 18 ins. ....	70.00	650.00
SEEDLINGS		
Berberis thunbergii atropurpurea (red-leaved Barberrry), 6 to 9 ins. ....	8.00	60.00
Castanea crenata (Japanese Chestnut), 1-yr., 6 to 9 ins. ....	12.00	100.00
9 to 12 ins. ....	15.00	120.00
Castanea mollissima (Chinese Chestnut), 1-yr., 6 to 9 ins. ....	12.00	100.00
9 to 12 ins. ....	15.00	120.00
Cornus florida (White Dogwood), 4 to 6 ins. ....	5.00	40.00
6 to 9 ins. ....	6.00	50.00
9 to 12 ins. ....	8.00	60.00
Magnolia grandiflora, seeds selected for these seedlings were from trees with large leaves, brown underneath, 2 to 4 ins. ....	7.50	60.00
6 to 9 ins. ....	10.00	85.00
2 to 4 ins. ....	6.00	50.00
LINERS GROWN FROM CUTTINGS		
Abelia Edward Goucher, 6 to 9 ins. ....	12.00	100.00
9 to 12 ins. ....	15.00	120.00
Abelia grandiflora, 6 to 9 ins. ....	10.00	75.00
9 to 12 ins. ....	14.00	120.00
Foraythia Spring Glory, 6 to 9 ins. ....	6.00	50.00
Hex crenata microphylla, 6 to 9 ins. ....	15.00	120.00
Hex crenata rotundifolia, 6 to 9 ins. ....	10.00	85.00
field-grown, T, 6 to 9 ins. ....	25.00	200.00
spread, 6 to 9 ins. ....	40.00	350.00
Jasminum floridum, 4 to 6 ins. ....	10.00	80.00
Juniperus depressa plumosa (Andorra Juniper), field-grown, T, 9 to 12-in. spread ....	25.00	200.00
Juniperus hetzi, field-grown, T, 9 to 12-in. spread ....	25.00	200.00
Kerria japonica, 6 to 9 ins. ....	15.00	120.00
9 to 12 ins. ....	20.00	175.00
Magnolia soulangeana, 1-yr., 6 to 9 ins. ....	30.00	275.00
Viburnum burkwoodi, 4 to 6 ins. ....	17.50	150.00
6 to 9 ins. ....	20.00	175.00
Viburnum carlesii (Fragrant Snowball), 6 to 9 ins. ....	25.00	200.00
Viburnum lantana, 6 to 9 ins. ....	10.00	85.00
9 to 12 ins. ....	12.00	100.00
Viburnum opulus sterile (Common Snowball), 4 to 6 ins. ....	10.00	80.00
Viburnum rhytidophyllum (Leather-leaved), 6 to 9 ins. ....	12.00	100.00
Viburnum tomentosum plicatum (Japanese Snowball), 4 to 6 ins. ....	12.00	100.00
6 to 9 ins. ....	20.00	175.00
9 to 12 ins. ....	25.00	225.00
Weigela vanheckei, 6 to 9 ins. ....	10.00	80.00
POTTED PLANT		
Euonymus coloratus, 2 1/2-in. pots ....	15.00	120.00
ROOTED LAYERS		
Euonymus coloratus, 6 to 9 ins. ....	7.50	60.00
Foraythia Spring Glory, 6 to 9 ins. ....	35.00	300.00
Spiraea thunbergii, 6 to 9 ins. ....	35.00	300.00
Spiraea vanhouttei, 6 to 9 ins. ....	35.00	300.00
(Plants packed for shipment free of charge.)		
We offer specimen trees in the following varieties in quantity:		
Cornus florida (White-Flowering Dogwood)		
Cornus florida alba plena (double White-Flowering Dogwood)		
Cornus florida rubra (deep Pink or Red-Flowering Dogwood)		
Malus (Flowering Crab Apples): Alameda, Almey, Arrow, atromagnum, eleyi, floribunda, purpurea, Geneva, Gloriosa, Hops, Red Silver, scheideckeri		
Prunus serrulata Kwanzan (Kwanzan Flowering Cherry)		
Trucks available at reasonable rates. Speedy truck freight deliveries.		
THE SOUTHERN NURSERY AND LANDSCAPE CO.		
Winchester, Tenn.		
Established 1872	Phone WO 7-2302	

## HEAVY LINERS FROM FIELD BEDS

	100	1000
xTaxus cuspidata, 10 to 12 ins., 4-yr. ....	\$60.00	\$600.00
Taxus cuspidata, 10 to 12 ins., 3-yr. ....	50.00	500.00
Taxus browni, 10 to 12 ins., 3-yr. ....	50.00	500.00
xTaxus hicksii, 10 to 12 ins., 4-yr. ....	55.00	550.00
Taxus hicksii, 8 to 12 ins., 3-yr. ....	45.00	450.00
xTaxus Vermeulen, 10 to 12 ins., 4-yr. ....	60.00	600.00
Taxus Vermeulen, 8 to 12 ins., 3-yr. ....	45.00	450.00
Taxus capitata, 10 to 12 ins., 3-yr. ....	50.00	500.00
xTaxus chinensis, 12 to 18 ins., 4-yr. ....	60.00	600.00
Taxus chinensis, 10 to 12 ins., 3-yr. ....	45.00	450.00
Taxus hunnewelliana, 10 to 12 ins., 3-yr. ....	45.00	450.00
All of the above plants, 8 to 10 ins., T. 35.00		
xEuonymus vegetus, 12 to 15 ins., br. ....	50.00	500.00
x Items suitable for canning and mail orders.		
STROHL'S NURSERY		
5204 St. Joe Rd. Fort Wayne, Ind.		

## EVERGREENS

Andorra Juniper, 6 to 8 ins., bare-root.	\$0.05
Blue Hetz Juniper, 6 to 8 ins., bare-root.	.05
Burk Juniper, 6 to 8 ins., bare-root.	.12
Compact Pfitzer Juniper (Nick's).	.08
Hill's Dark Green American Arborvitae, bare-root, 6 to 8 ins.	.12
Geo. Peabody American Arborvitae, bare-root, 6 to 8 ins.	.12
Golden Pfitzer Juniper, 6 to 8 ins.	.10
Pfitzer Juniper, 6 to 10 ins., bare-root.	.06
Pfitzer Juniper, 2-yr. Fan-pant bands.	.16
Spreading Jap. Yew, 2-yr. plant bands, 6 to 8 ins.	.20
Spreading Yew (Taxus cuspidata), bare-root, 6 to 10 ins.	.20
Von Ehron Juniper, 6 to 10 ins., bare-root.	.06
DECIDUOUS BARE-ROOT	
Blue Leaf Arctic Willow, 10 to 12 ins.	.06
Foraythia Arnold's Brilliant, 5 to 6 ins.	.12
Foraythia Arnold's Giant, new dwarf; 5 to 6 ins.	.07
Foraythia Arnold's Dwarf, very dwarf; 5 to 6 ins.	.10
Foraythia Beatrix Farrand, 6 to 12 ins.	.06
Foraythia Lynwood Gold, 6 to 12 ins.	.04
Foraythia nana compacta, 6 to 8 ins.	.04
Foraythia Spring Glory, 6 to 12 ins.	.05
Hydrangea A.G., 6 to 8 ins.	.08
Hypericum Hidcote, 8 to 12 ins.	.05
Hypericum kalmianum, 8 to 12 ins.	.05
Honeysuckle, Zabel (bush), 8 to 12 ins.	.04
Honeysuckle, heckrotti (vine) giant flowering, everblooming, 6 to 12 ins.	.04
Privet golden vicari (all yellow), 6 to 10 ins.	.06
Privet, Lodense, 6 to 10 ins.	.04
Viburnum opulus sterilis (Snowball), 6 to 10 ins.	.08
Viburnum tomentosum, double File Snowball, 6 to 10 ins.	.08
BROADLEAFS	
Euonymus carrierei, 6 to 10 ins.	.04
Euonymus patens Flagpole (small leaf), 8 to 10 ins.	.04
Euonymus patens Newport (medium leaf), 8 to 10 ins.	.04
Euonymus patens Rosehill (medium leaf), 6 to 10 ins.	.04
Euonymus patens Owen (small leaf), 6 to 10 ins.	.04
Euonymus coloratus, 8 to 10 ins.	.04
Euonymus radicans upright (Sarcocoe), 5 to 6 ins.	.07
Purple Leaf (Texas) Honeysuckle, 8 to 10 ins.	.04
Variegated Leaf Honeysuckle (Gold Net), 8 to 10 ins.	.04
Pyracantha Kaskan, hardy in Iowa, 5 to 6 ins.	.05
Pyracantha lalandi, 5 to 6 ins.	.05
Pyracantha pacifica, 5 to 6 ins.	.05
PERENNIALS	
Teucrium chamaedrya, 5 to 6 ins.	.04
Less than 50 of any item, 4c more per plant. Less than 300 total order, 2c more per plant.	

McININCH GREENHOUSES  
St. Joseph, Mo.

LINING-OUT STOCK	
Fall 1959, Spring 1960.	
150 Azalea calendulacea, Each	
9 to 12 ins., 3-yr., TT	\$0.50
200 Azalea Ghent, 6 to 9 ins., 3-yr., TT	.50
500 Azalea japonica, 6 to 9 ins., 3-yr., TT	.50
200 Azalea japonica, 9 to 12 ins., 3-yr., TT	.60
200 Azalea kaempferi, 9 to 12 ins., 3-yr., TT	.60
500 Azalea mucronulata, 9 to 12 ins., 3-yr., TT	.60
100 Azalea ponticum, 6 to 9 ins., 3-yr., TT	.50
1000 Clethra alnifolia rosea, 12 to 15 ins., 3-yr., TT	.45
500 Pieris japonica, 6 to 9 ins., 3-yr., TT	.40
100 Rhododendron fortunei hybrids, 9 to 12 ins., 3-yr., TT	.60
150 Rhododendron fortunei hybrids, 9 to 12 ins., 3-yr., TT	.75
1000 Rhododendron carolinianum, 6 to 9 ins., 3-yr., TT	.55
500 Rhododendron carolinianum, 9 to 12 ins., 3-yr., TT	.65
200 Rhododendron carolinianum album, 6 to 9 ins., 3-yr., TT	.60
500 Rosa rugosa alba, 9 to 15 ins., 1-yr. grafts	.45
Samples sent on request.	
THE CAPE COD NURSERIES	
H. V. LAWRENCE, INC.	
Falmouth, Mass.	

HEAVY 2-YR. TRANSPLANTS  
FROM OPEN FIELD BEDS

	Per 100	Per 1000
Azalea mollis	\$27.00	\$260.00
Taxus cuspidata	25.00	250.00
Taxus browni	30.00	285.00
Taxus andersoni	30.00	300.00
Taxus hicksii	30.00	300.00
Taxus hunnewelliana	30.00	300.00
Euonymus vegetus	18.00	160.00
Inspection of these fine liners invited.		
LINCOLN NURSERIES		
Grand Rapids 4, Mich.		

## LINING-OUT STOCK

	100	1000
Bedded 1-yr. in the open.		
Hex convexa	\$25.00	\$250.00
Hex rotundifolia	20.00	200.00
Hex hetzi	20.00	200.00
Juniperus pfitzeriana	20.00	200.00
Juniperus hetzi	20.00	200.00
Taxus andersoni	20.00	200.00
Taxus brevifolia	20.00	200.00
Taxus capitata, cutting-grown.	25.00	250.00
Taxus capitata Adams, cutting-grown.	25.00	250.00
Taxus canadensis stricta	15.00	150.00
Taxus cuspidata	17.50	175.00
Taxus hatfieldi	17.50	175.00
Taxus hunnewelliana	17.50	175.00
Taxus hicksii	17.50	175.00
Taxus intermedia	17.50	175.00
Taxus henryi	20.00	200.00
Taxus densiformis	20.00	200.00
Taxus vermeulenii	17.50	175.00
Taxus wardi	17.50	175.00
Taxus Moon's columnaris	20.00	200.00
Taxus browni	25.00	250.00
2-yr. bedded in the open.		
Hex convexa, 6 to 9 ins.	\$25.00	\$250.00
Hex rotundifolia, 6 to 9 ins.	25.00	250.00
Hex hetzi, 6 to 9 ins.	25.00	250.00
Taxus Adams col., 12 to 15 ins.	50.00	500.00
Taxus Moon's col., 8 to 12 ins.	30.00	300.00
Taxus cuspidata, 6 to 9 ins.	30.00	300.00
Taxus hatfieldi, 6 to 9 ins.	30.00	300.00
Taxus cuspidata comp., 6 to 9 ins.	30.00	300.00
Taxus hunnewelliana, 6 to 9 ins.	30.00	300.00
Taxus browni, 6 to 9 ins.	30.00	300.00
Taxus intermedia, 6 to 9 ins.	30.00	300.00
TAXUS CAPITATA, SEEDLING-GROWN		
1-yr. seedlings	\$ 6.00	\$ 60.00
2-yr. seedlings	10.00	100.00
3-yr. seedlings	17.50	150.00
4-yr. seedlings, transplanted, 6 to 10 ins.	30.00	250.00
CORNUS FLORIDA (WHITE DOGWOOD) seedlings		
1-yr., No. 1 grade	\$ 6.00	\$ 60.00
1-yr., No. 2 grade	5.00	40.00
1-yr., No. 3 grade	4.00	30.00
2-yr., No. 1 grade	12.50	100.00
2-yr., No. 2 grade	10.00	80.00
Special prices on large quantities.		
Full list on demand.		

## VERKADE'S NURSERIES, WAYNE, N. J.

LINING-OUT STOCK		
	Per 100	Per 1000
Acer platanoides, 1-yr. seedlings, 4 to 6 ins.	\$ 5.50	\$ 45.00
Acer platanoides, 1-yr. seedlings, 6 to 9 ins.	6.50	55.00
Acer platanoides, 1-yr. seedlings, 9 to 12 ins.	7.50	65.00
Acer platanoides, 1-yr. seedlings, 12 to 15 ins.	9.50	85.00
Acer saccharum, 1-yr. seedlings, 6 to 9 ins.	6.50	55.00
Acer saccharum, 1-yr. seedlings, 9 to 12 ins.	7.50	65.00
Ampelopsis vitifolia, 1-yr. seedlings, No. 1	7.00	60.00
Cornus kousa, 1-yr. seedlings, 6 to 9 ins.	9.00	80.00
Cornus kousa, 1-yr. seedlings, 9 to 12 ins.	10.00	90.00
*Euonymus vegetus, 2-yr., T. FR., 6 to 9 ins.	35.00	300.00
Fagus sylvatica, 1-yr. seedlings, 4 to 6 ins.	8.00	70.00
Fagus sylvatica, 1-yr. seedlings, graft size, 6 to 9 ins.	9.50	85.00
Ginkgo biloba, 1-yr. seedlings, 4 to 6 ins.	8.50	75.00
Quercus palustris, 1-yr. seedlings, 6 to 9 ins.	6.00	50.00
Tilia cordata, 1-yr. seedlings, beds, 4 to 6 ins.	8.00	70.00
Tilia cordata, 1-yr. seedlings, beds, 6 to 9 ins.	9.00	80.00
Tilia cordata, 1-yr. seedlings, beds, 9 to 12 ins.	11.00	100.00
Viburnum dilatatum, 2-yr. seedlings, 9 to 12 ins.	5.50	45.00
Viburnum dilatatum, 2-yr. seedlings, 12 to 15 ins.	6.50	55.00
Zelkova serrata (sub. for American Elm), 1-yr., T. FR., 6 to 9 ins. not subject to Dutch Elm disease	15.00	120.00
*Cryptomeria japonica, 1-yr. transplants, 4 to 6 ins.	6.00	50.00
BOULEVARD NURSERIES, INC.		
Newport, R. I.		
Phone VI 6-1263		

## SNYDER'S

BROADLEAF EVERGREENS		
	100	1000
Heavily rooted cuttings, open frames.	\$ 7.00	\$ 70.00
This season in field rows.	10.00	100.00
E. VEGETUS SARCOXIE (erect form).		
Heavily rooted cuttings, open frames.	\$ 7.00	\$ 70.00
This season in field rows.	10.00	100.00
Two-yr. bedders, bushy, 10-in.	15.00	150.00
Two seasons in field rows, bushy, 12-in.	25.00	250.00
EUONYMUS PATENS DUPONT		
Heavily rooted cuttings, open frames.	\$ 7.00	\$ 70.00
One season in field rows.	10.00	100.00
Two seasons in field rows.	15.00	150.00
KOREAN BOXWOOD		
1-yr., heavily rooted, open frames.	\$ 7.00	\$ 70.00
2-yr., well-branched, open frames.	10.00	100.00

Cash with order, please.  
E. J. SNYDER, WEST MILTON, O.



## GOLDEN GOOSE LINERS

For immediate delivery or for reservation. All quotations are for beautiful lining-out stock from 2 1/2-in. pots, grown in open beds, under field conditions and ready for field planting.

	Each
flex cornuta burfordi, 8 to 10 ins.	12c
flex cornuta burfordi, 6 to 8 ins.	10c
flex cornuta femina, 8 to 10 ins.	12c
flex cornuta femina, 6 to 8 ins.	10c
flex crenata rotundifolia, 10 to 12 ins.	12c
flex crenata rotundifolia, 8 to 10 ins.	10c
flex crenata rotundifolia, 6 to 8 ins.	8c
flex crenata bullata convexa, 4 to 6 ins.	10c
Ligustrum lucidum compactum (Griffings Black Wax), 8 to 10 ins.	12c
flex opaca femina, 10 to 12 ins.	25c
flex opaca femina, 8 to 10 ins.	20c
flex crenata microphylla, 6 to 8 ins.	12c
Mahonia bealei, 6 to 8 ins.	12c
Buxus harlandi, 6 to 8 ins.	10c
Buxus japonica, 6 to 8 ins.	10c
pyracantha yunnanensis, 6 to 8 ins.	13c
Euonymus radicans, 8 to 10 ins.	8c

Our Hollies are grown from either cuttings or grafts, frolic well-berried specimens, ensuring berries for you.

This stock guaranteed 100 per cent satisfactory or return for full refund.

TERMS: Packing without cost. 25 per cent with order. Balance C.O.D. Minimum \$6 of a kind, please.

## EVERGREEN NURSERIES

Poplar Pike  
Germantown, Tenn.

## POT-GROWN GRAFTS

All our understocks are potted up during the spring, grown in frames in pots all summer and grafted the following winter, ensuring the best root system to be grown and assures minimum losses.

	Per 100
*Acer palmatum atropurpureum	75.00
*Carpinus betulus fastigiata	60.00
Cedrus atlantica glauca	75.00
Cedrus atlantica aurea	100.00
*Cornus florida rubra	65.00
*Cornus florida pendula	60.00
*Cornus florida flore-plena	60.00
*Cornus florida velvici var.	65.00
*Cornus kousa chinensis	60.00
*Cornus kousa speciosa	60.00
*Hamamelis mollis	50.00
*Hamamelis brevipedata	100.00
*Fagus sylvatica Tricolor	75.00
*Fagus sylvatica riversi	60.00
*Fagus sylvatica pendula	60.00
*Fagus sylvatica heterophylla	60.00
*Fagus sylvatica fastigiata	60.00
*Magnolia stellata	75.00
*Magnolia stellata rubra	75.00
*Magnolia stellata Waterlily	75.00
Magnolia yulan	75.00
Magnolia cordata (yellow)	75.00
Picea pung. glauca moerhousii	100.00
Pinus bicephala	60.00
Pine, Tanyosho	60.00
*Viburnum carlesii	50.00
Viburnum luddii	50.00
Viburnum burkwoodii	50.00
Viburnum chensaultii	50.00
Varieties marked with * star can be supplied in 1-yr., field-grown bedded plants, at \$15.00 per 100 extra above the pot-grown grafts.	

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## POTTED EVERGREEN LINERS

Bedded outside. Heavy rooted, sturdy plants, ready for field or container planting. Juniper, scopulorum Blue Haven, grafts \$0.55

Juniper, virginiana Dundee	55
Choice heavy stock grafted winter 1958.	
Cutting-grown stock potted one season.	
Juniperus pfitzeriana	18
Juniperus pfitzeriana aurea	18
Juniperus pfitzeriana compacta	18
Juniperus pfitzeriana glauca	18
Juniperus pfitzeriana plumosa	18
Juniperus hetzi	18
Juniperus sabinia	18
Juniperus sabinia tamariscifolia	20
Juniperus squamata parsoni (spreader)	20
Euonymus japonicus	15
Euonymus japonicus pulchellus	18
Euonymus japonicus aureo-marginatus	18
Euonymus Dupont	16
Euonymus radicans coloratus	15
Euonymus radicans minimus	15
Hedera helix (hardy strain)	15
flex cornuta	18
flex cornuta florum	15
Lonicea japonica aureo-reticulata	12
Lonicea japonica aureo-reticulata	12
Pyracantha pauciflora	18
Santolina, silver	15
Santolina, green	15
Teucrium chamaedrys	15

Packing free for cash with order.

KENTON'S NURSERY, DOVER, OKLA.

Taxus, flex, broad-leaved Evergreens, etc., in variety. Write for our latest list of liners and finished stock.

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Iwari Euonymus Gardenia fortunei  
Gardenia radicans flex rotundifolia

Viburnum odorat. Ligustrum lucidum

PRICES OF ABOVE LINING-OUT STOCK

	10	100	1000
3 to 5 ins., rooted cuttings.	\$0.75	\$5.00	\$40.00
4 to 6 ins., rooted cuttings.	1.00	6.00	50.00
6 to 8 ins., rooted cuttings.	1.50	10.00	80.00
8 to 12 ins., rooted cuttings.	2.00	12.50	100.00

Berckmans' Arbory. Hetz Juniper  
Buxus japonica flex bullata

PRICES OF ABOVE LINING-OUT STOCK

	10	100	1000
3 to 5 ins., rooted cuttings.	\$1.00	\$6.00	\$50.00
4 to 6 ins., rooted cuttings.	1.50	8.00	75.00
6 to 8 ins., rooted cuttings.	2.00	12.50	100.00
8 to 12 ins., rooted cuttings.	2.50	15.00	125.00

Phytosporum, green Buxus harlandi

flex burfordi Podocarpus

Pfitzer Juniper

PRICES OF ABOVE LINING-OUT STOCK

	10	100	1000
3 to 5 ins., rooted cuttings.	\$1.00	\$6.00	\$50.00
4 to 6 ins., rooted cuttings.	1.50	8.00	75.00
6 to 8 ins., rooted cuttings.	2.00	12.50	100.00

FLOWERWOOD NURSERY, INC.

H. L. Lyons, Manager

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Berberis julianae, 8 to 10, X. Per 100

10 to 12, X. 35.00

flex convexa bullata, 8 to 10, X. 22.00

cornuta, 8 to 10, X. 22.00

microphylla, 8 to 10, X. 22.00

rotundifolia, 8 to 10, X. 22.00

Juniperus hetzi glauca, 8 to 10, X. 25.00

Leucothoe catesbaei, 18 to 24, 50.00

Leucospora Juniperoides, 12 to 14, X. 25.00

Taxus browni, 6 to 8, X. 22.00

cuspidata, 6 to 8, X. 22.00

cuspidata, 8 to 10, X. 27.00

cuspidata, rooted cuttings 7.00

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Halloran, 8 to 10, X. 27.00

hatfieldi, 8 to 10, X. 27.00

hicksi, 8 to 10, X. 27.00

hicksi, 10 to 12, X. 32.00

Jeffreys, 10 to 12, X. 32.00

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T-33, 6 to 8, X. 22.00

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Immediate delivery. Packing free.

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Acer palmatum atropurpureum, grafted;

1-yr. gft.; 2-yr. gft.

Cham. plumosa aurea, 2-yr., tr.

Cornus florida, 3-yr. seedlings, root-pruned,

3 to 4 ft., 4 to 5 ft.

Picea excelsa, understocks, transplants.

Taxus cuspidata, 1-yr. tr. to 4-yr. TT.

Taxus cusp. capitata, 1-yr. adlg. to 4-yr. TT.

Taxus browni, 1-yr. tr. to 4-yr. TT.

Taxus densiformis, 1-yr. tr. to 5-yr. TT.

Taxus Halloran, 1-yr. tr. to 4-yr. TT.

Taxus hatfieldi, 1-yr. tr. to 4-yr. TT.

Taxus Henryi, 1-yr. tr. to 4-yr. TT.

Taxus hicksi, 1-yr. tr. to 5-yr. TT.

Taxus kelsayi, 4-yr. TT.

Taxus Moon's columnaris, 1-yr. tr. to 4-yr. TT.

Taxus Seban intermedia, 1-yr. tr. to 3-yr. TT.

Taxus thayerae, 1-yr. tr. to 4-yr. TT.

Taxus wardi, 2-yr. tr. to 3-yr. tr.

Thuja occ. boothii, 2-yr. tr.

Rhododendrons, named hybrids (cutting-grown).

Write for list.

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New London, Conn.

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Taus, henryi, 2-yr., T. Per 100 Per 500

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thayerae, 2-yr., T. 27.00 125.00

hicksi, 2-yr., T. 27.00 125.00

hatfieldi, 2-yr., T. 27.00 125.00

Halloran, 2-yr., T. 27.00 125.00

Andromedas, 2-yr., T. 25.00 120.00

Andromedas, 3-yr., T. 40.00 135.00

Cornus kousa, 4-yr., TT, br. 60.00 275.00

Write us for prices on quantities of 5000 or more.

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Barrington, R. I.

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Boxwoods, sempervirens and suffruticosa,

3 to 5 ins., 1-yr., branched. 4c

7 to 8 ins., 1-yr., branched. 10c

flex, burfordi and rotundifolia,

rooted cuttings 4c

Euonymus, coloratus and patens, rooted

cuttings 3c

Euonymus patens, 2-yr., 8 to 12 ins. 8c

Abella grandiflora, 1-yr., 6 to 12 ins. 6c

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Small Ads Do Great Things in the

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MAGNOLIA GRANDIFLORA TREES

3 to 4 ft., B&B \$2.25

4 to 5 ft., B&B 3.00

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6 to 7 ft., B&B 5.00

Also quantity discounts.

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Straight trunks. Fine heads. Very fibrous

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9 to 11 ft. 1 1/4 to 1 1/2-in. 5.30 4.25

10 to 12 ft. 1 1/2 to 1 3/4-in. 7.00 5.50

11 to 13 ft. 1 3/4 to 2-in. 8.00 6.50

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Nursery-grown, well-headed.

1 1/2 to 2-in. cal. 1-25 25 up

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RUBRUM AND SACCHARUM

from whips to 4-in. caliper.

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Acera, saccharum and rubrum, root-pruned,

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Strong rooted cuttings, ready now.

\$4.50 per 100,

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\$37.50 per 1000 for 5000 or over.

Shipped prepaid.

Check with order.

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## PACHYSANDRA TERMINALIS

Per 100 Per 1000

1-yr., field-grown \$5.00 \$45.00

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Free packing. Phone MOhawK 4-3923.

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Pachysandras, strong plants, grown in soil

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\$6.50 per 100, \$53.00 per 1000; \$49.00 per

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1-yr., field-grown, \$6.00 per 100.

HILLCREST GREENHOUSES</

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Strong 3 to 5-eye divisions, from young plants. Packing free for cash with order, otherwise at cost.

25 or more of a variety takes 100 rate.	Each, 10	100
Baroness Schroeder, flesh to white, bomb type	.....\$0.45	\$0.40
Canari, sulphur-white	......35	.25
Duc de Cazez, carmine-red, rose center	......35	.30
Duchesse de Nemours, ivory-white	......40	.35
Duchesse d'Orleans, soft pink	......35	.25
Duke of Wellington, pure white	......40	.35
Eduis Superba, excellent deep pink	......35	.25
Felix Crousse, ruby-red	......40	.35
Festiva Maxima, white, center	......40	.35
Recked red	......40	.30
Francois Ortegat, crimson	......40	.30
Karl Rosenfeld, velvety dark crimson	......45	.40
La Perle, light old rose pink	......40	.35
Lillian Wild, very large flesh to white	......60	.50
Mme. de Verneville, very fragrant white	......40	.35
Mary Brand, dark clear crimson	......70	.60
Officinalis rubra, very early, vivid crimson	......70	.60
Ozark Beauty, late radiant pink	......40	.30
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Queen Emma, large satiny pink	......35	.30
Red Rocket, bright deep red	......45	.40
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Venus, large hydrangea-pink	......40	.35

PEONIES, TO COLOR AND MIXED  
Pink Peonies, to color, not named..... .30 .25  
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Krinkled White, well known ruffled white..... 1.75 1.60  
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3 to 5-eye divisions from strong, healthy 3-yr.-old stock that has not been used for commercial cut flowers. You are assured of quality.  
ASK FOR SPECIAL QUOTATION ON LARGER QUANTITIES.

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MME. CLAUDE TAIN, large, soft white, A real beauty	......65 .60
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MME. EMILE DEBATENE, vivid pink	......65 .55
MME. EMILE GALLE, light pink	......50 .45
MONS. JULES ELIE, satiny pink, very large	......45 .40
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REINE HORTENSE (Pres. Taft), pink	......45 .40
RICHARD CARVEL, bright crim- son, early	......75 .65
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SARAH BERNHARDT, dark pink	......45 .40
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## JAPANESE PEONIES

ANTWERPEN, carmine-pink, im- mense flower	......65 .60
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SINGLE PEONIES	
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VERKADE'S NURSERIES, WAYNE, N. J.

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We have several thousand red Peonies available, in 3 to 5-eye divisions, 30c each; 5 to 7-eye, 50c each.

LITTLEFORD NURSERIES  
Vincennes, Ind.

## PEONIES

3 to 5-eye divisions	10	100
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CLARA BARTON, white	.....4.00	35.00
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## PEONIES, 3 TO 5-EYE DIVISIONS

10 of a kind, \$3.00; 100 (assorted), \$25.00.  
Avalanche, white  
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Single varieties, mixed

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An excellent choice of varieties.  
Transportation charges prepaid by us.  
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250 or more of same variety at 1000 rate.  
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Each	Each	Per 100	Per 1000
3-yr., TT. heavy, 9 to 12 ins.	.....\$0.50	\$0.45	
12 ins., B&B	.....2.00		
Heavy, 15 to 24 ins., B&B	.....2.50		
Heavy, 2 to 2 1/2 ft., B&B	.....3.50		

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WHOLESALE NURSERYMAN  
413 Turner Rd. Newport, R. I.

## 10,000 PIERIS JAPONICA

6 to 9 ins., nice, strong, bushy plants, from cuttings, \$170.00 per 1000.  
Free sample on request.  
F.O.B. Lincoln Park.

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Each, 10 rate	100 rate
12 to 15 ins., B&B	.....\$2.50 \$2.00
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18 to 24 ins., B&B	.....4.50 4.00
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## PYRACANTHAS

(COCCINEA AND C. LALANDI)  
Well-berried, heavy plants, staked, trained and finished. Single or multiple stems. Highest quality for immediate landscape use.  
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Ask for prices on 1000 lots. Good discounts to move entire lots.

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Thousands of Amur River North Privet.	Per 100	Per 1000
18 to 24 ins.	.....\$5.00	\$25.00
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Rhododendron hybrid seedlings.

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See for yourself

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Finest Quality Roses Since 1923

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## FINEST QUALITY.

Hybrid Teas, floribundas, polyanthas and climbers.  
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## EVERBLOOMING MINIATURE ROSES

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 •White Fairy, free-flowering dbl. 5.90 45.00  
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Finest-quality, field-grown plants. Over 100 varieties of patented and standard bushes, including Hybrid Teas, floribunda, polyantha and climbers. These bushes were grown under personal supervision, using the latest methods for black spot and insect control. Write for a free list before you buy.

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Standard varieties, No. 1, 50c. Patented var. available at fixed prices. Budded on seedlings with a fine root system, ideal for potting or home planting. These Roses are grown by us in Delaware. Price and variety list on request.

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 can be easily and quickly turned into  
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Top quality plants for living fences and conservation plantings.

Root-crown caliper	Approximate height	Per 1000
2 to 3 mm.	8 to 15 ins.	\$12.50
3 to 4 mm.	12 to 18 ins.	17.50
4 to 5 mm.	12 to 24 ins.	22.50
5 to 12 mm.	18 to 36 ins.	38.50

UNDERSTOCK. Straight shanked seedlings grown especially for understock. Nematode free. Expertly graded to suit the most particular.

4 to 6 mm. ....\$27.50 per 1000  
 2 to 4 mm. ....17.50 per 1000

The above prices are F.O.B. Griggsville, Ill. nursery. All tops cut back to 10 ins. at shipping unless otherwise requested. Our storage facilities are the best. ORDER NOW for spring delivery. 10 per cent discount in lots of 10,000 or over; special quotations on larger quantities. For less than 1000 add 20 per cent. Packing at cost.

FARM LANDSCAPE CO.  
Route 3 Urbana, Ill.

## MULTIFLORA ROSE

(Rosa multiflora japonica)

Hardy, northern-grown stock of highest quality. Upright thorny type for living fences, conservation and budding understock.

Our sandy soil produces the finest root system. Nematode-free.

Root-stem caliper	Approximate height	Per 1000
2 to 3 mm.	10 to 15 ins.	\$12.50
3 to 4 mm.	12 to 24 ins.	22.50
4 to 6 mm.	15 to 24 ins.	27.50

All stock will be shipped with tops cut back to about 10 ins. unless stated otherwise. F.O.B. Glen Head. Packing at cost. For less than 1000, add 30 per cent. Orders of 10,000 or more earn 10 per cent discount. We also have some excellent 2-yr.-old transplanted stock, about 3 to 4 ft. in height, extra strong, at 30c each.

## BROOKVILLE NURSERIES

Box 53, Northern Blvd., Glen Head, N. Y.

## THORNY ROSA MULTIFLORA

We have a good supply for fall and spring.

2 to 3 mm. caliper	\$10.00 per 1000
3 to 6 mm. caliper	15.00 per 1000
6 to 12 mm. caliper	30.00 per 1000
Bed-run, 2 mm. up	12.50 per 1000

No packing charge. F.O.B. Mt. Vernon, Ill. Write for quotations on larger amounts.

## MESTEL NURSERY

Route 5 Mt. Vernon, Ill.

## SEEDS

## 1959 CROP

## COLORADO EVERGREEN SEED

Blue Spruce, \$11.00 per lb.  
 Colo. Blue Douglas Fir, \$13.50 per lb.  
 Other varieties. Write for complete catalog. We are the collectors.

## WESTERN EVERGREENS

Route 1 Golden, Colo.

## 1959 CROP SEEDS

White Pine, January delivery, lb. ....\$ 4.00  
 American Red Pine .....14.00  
 Red Oak acorns, October delivery.....20

Postage extra. Price list on request.  
 K. J. BRADEN SEED CO.  
 Box 427 Rochester, N. H.

Juniperus virginiana, Platte River, dry berries, 75c per lb.; clean seed, \$3.50; Missouri, clean seed, \$2.50. Juniperus scopulorum, Dakota and Colo.; clean seed, \$3.50. Forestry Seed Service, Cuba, Kan.

## SHRUBS AND TREES

## FINISHED STOCK

Azalea mollis, 10 to 12 ins., 75c; 12 to 15 ins., \$1.00; 15 to 18 ins., \$1.25.  
 Azalea viscosa, 10 to 12 ins., 55c; 12 to 15 ins., 75c.  
 Azalea palestinensis, 8 to 10 ins., 60c; 10 to 12 ins., 80c.  
 Azalea evergreen (10 varieties), 8 to 10 ins., 80c; 10 to 12 ins., \$1.00; 12 to 15 ins., \$1.25; 15 to 18 ins., \$1.50.  
 Buxus sempervirens, 8 to 10 ins., 15c; 10 to 12 ins., 25c.  
 Berberis thunbergii, 15 to 24 ins., 20c.  
 Euonymus alatus, 10 to 12 ins., 50c; 12 to 15 ins., 60c; 15 to 18 ins., 75c; 18 to 24 ins., \$1.00.  
 Forsythia spectabilis, 15 to 36 ins., 30c.  
 Ilex convexa, 10 to 12 ins., 50c; 12 to 15 ins., 60c; 15 to 18 ins., 70c.  
 Ivy (Hedera helix), pot-grown, 2-yr., 15c; 3-yr., 20c.  
 Lilacs, French, in variety, 15 to 18 ins., 60c; 18 to 24 ins., 75c; 24 to 30 ins., \$1.00.  
 Pachistima canbyi, grade A, 35c; grade B, 30c. Green, bushy plants.

## LINGING-OUT STOCK

Deutzia gracilis, 3-yr., T, 10c.  
 Euonymus alatus comp., 3-yr., 17c.  
 Euonymus alatus, 3-yr., 10 to 12 ins., 25c.  
 Ilex opaca pyramidalis, 4-yr., 10 to 12 ins., 35c; 12 to 18 ins., 45c.  
 Ilex latifolia, 4-yr., 10 to 12 ins., 25c.  
 Juniper, Pfitzer, 2-yr., 25c.  
 Juniper, Pfitzer's Blue, 2-yr., 30c.  
 Juniper, Andorra, 2-yr., 23c.  
 Taxus hispida, 8 to 12 ins., 25c.  
 Taxus cuspidata, 8 to 12 ins., 25c.  
 Taxus cuspidata comp., 2-yr., 6 to 8 ins., 25c.  
 Taxus brevifolia, 2-yr., 6 to 10 ins., 25c.  
 Thuja globosa, grade A, 25c; grade B, 20c.

Let us hear from you today.  
 LITTLE MOUNTAIN VIEW NURSERY  
 2701 Route 84 Mentor, O.

## SHRUBS AND TREES

Austrian Pine, 8 to 12 ins.	100 1000
Scotch Pine, 8 to 12 ins.	\$ 7 \$50
Colo. Spruce, 8 to 12 ins.	6 55
Arbutus T.O. plicata	25 225
elegantissima, T, 9 to 12 ins.	20 150
Euonymus vegetus, T, 6 to 12 ins.	15 125
Forsythias, Spring Glory or Lynwood Gold, rooted cuttings, 3 to 6 ins.	10 75

Cash with order, packing free.

## THE JENKINS NURSERIES

M. P. Brantingham, Owner Winona, C  
Phone ACademy 2-3593

## SURPLUS NURSERY STOCK AND TREES

## ALL ITEMS BALLED AND BURLAPPED

Landscape pricing sizes.

200 Norway Maples, 15 to 20 ft. and 20 to 25 ft., 3 to 6-in. cal. ....\$20.00 to \$40.00  
 100 Euonymus alatus, 5 to 6 ft. ....2.75  
 50 Regal Privet, 4 to 5 ft. ....3.00  
 50 Mock Orange (Phil. cor.), 5 to 6 ft. ....3.00  
 50 Moss Cypress, 4 to 5 and 5 to 6 ft. ....4.50 to 5.00  
 50 European Larch, 8 to 10 and 10 to 12 ft., dense .....7.50  
 100 Yellow Weeping Willow, 8 to 10 and 10 to 12 ft., 2 to 4 in. ....9.00  
 25 Bald Cypress, 8 to 10 ft. ....10.00  
 50 Spiraea foebell, 4 to 5 ft. ....2.50  
 50 Pearlbush (Exochorda wilsoni), 5 to 6 ft. ....3.00  
 50 Cedrus atlantica glauca, 3 to 4 ft. ....7.00  
 100 Hets Juniper, 3 to 4 ft. ....4.00 to 5.00  
 50 Lombardy Poplar, 10 to 12 ft. and 12 to 15 ft. ....4.00 to 5.00  
 50 Pfitzer Juniper, 3 to 4 ft. ....5.00  
 50 Spiraea vanhouttei, 3 to 4 ft. and 4 to 5 ft. ....1.50 to 2.00  
 25 Golden Rain Tree, 8 to 10 ft., 3 to 4-in. cal. ....6.75  
 100 Azalea (mostly pink), 2 to 3 ft. ....5.00  
 100 Common Lilacs, 3 to 4 ft. ....1.50 to 2.00  
 25 Yellow Weigela, 3 to 4 ft. ....2.50  
 25 Prunus Thundercloud, 5 to 6 ft. ....4.00

Inspection invited.

## PARSELL'S GARDEN MART

1135 East State St. Westport, Conn.

## ELM, CHINESE

	5-29	30-99	100 up
1 to 1½-in.	\$ 1.25	\$1.00	\$0.75
1½ to 2-in.	2.00	1.50	1.25
2 to 2½-in.	2.50	2.00	1.50
2½ to 3-in.	3.00	2.50	2.00

ASH, GREEN (select western strain)

6 to 8 ft.	2.00	1.75	1.50
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## HONEY LOCUST

(Thornless, select western strain)

6 to 8 ft.	2.75	2.50	2.25
1 to 1½-in.	3.25	3.00	2.75
1½ to 2-in.	4.25	4.00	3.75
2 to 2½-in.	5.00	4.50	4.00

## MORAINES HONEY LOCUST

1 to 1½-in.	8.00	7.50	6.00
1½ to 2-in.	12.00	11.00	9.00

## MAPLE, SILVER

1½ to 2-in.	3.00	2.50	2.25
2 to 2½-in.	4.00	3.50	3.00
2½ to 3-in.	5.00	4.50	4.00

## MAPLE, RUBRUM

5 to 6 ft.	3.00	2.50	2.00
6 to 8 ft.	4.00	3.50	3.00

## TULIP BED

1½ to 2-in.	8.00	7.50	...
2 to 2½-in.	12.00	11.00	...

Wholesale list on request.

## R. BRUMOND SMITH NURSERY

R. R. 2, Box 198 Muncie, Ind.

Phone AT 2-5144

## EVERGREENS

	Each	100	1000
Arborvitae			
Globe, 3-yr. bed	0.45	\$ 0.45	\$ 0.40
Pyramidal, 18 to 24 ins., br.	1.10	1.00	1.00

## Junipers

Hets, 2-yr. bed	.35	.30	
15 to 18 ins., br.	1.10	1.00	
Pfitzer, 2-yr. bed	.30	.25	
3-yr. bed	.40	.35	
15 to 18 ins., br.	1.10	1.00	
fastigiata, 18 to 24 ins., br.	1.10	1.00	

## Taxus

cuspidata, 2-yr. bed	.35	.30	
3-yr. bed	.45	.40	
5-yr., lining-out	.80	.80	
hispida, 2-yr. bed	.35	.30	
6-yr. lining-out	1.25	1.10	
capitata, 6-yr. lining-out	1.25	1.10	

## SHADE TREES

Chinese Elm, 1 to 1½-in., br.	\$ 2.00	...
1½ to 2-in.	3.00	...
2 to 2½-in.	4.00	...
2½ to 3-in.	5.00	...
3 to 4-in.	6.00	...
Silver Maple, 6 to 12 ins.	...	\$10.00
12 to 24 ins.	4.00	20.00
2 to 3 ft.	10.00	50.00
3 to 4 ft.	15.00	75.00
4 to 5 ft.	20.00	100.00

## RICHARDSON NURSERIES, INC.

53947 Fir Rd., R. 1 Granger, Ind.

## MOUNTAIN-GROWN

## DWARF MAHONIA AQUIFOLIUM

All plants U.S.D.A. inspected. Fields are subject to temperatures minus 30 to plus 100. Ideal broad-leaved Evergreen, any climate; use as a shrub; gold spike flowers; excellent ground cover, shade or sun; ideal Christmas greens, rockery. Don't fail to try this money-maker. Not grown on coast. Hardy any place. Landscape size plants retail, \$2.50 to \$5.00.

2-yr., T, \$20.00 per 100, \$150.00 per 1000.  
 Peony liners, officinalis rubra, 100, \$25.00.

Cash with order.  
 Stock may be returned in 5 days.

Old established nursery.  
 25 years in Northeast Wash.

## MAYHAN NURSERY, VERADALE, WASH.

Quercus rubra (Red Oak), root-pruned, field specimens, 2 to 8-in. caliper.  
 R. H. Rogers Nursery, Cooperstown, N. Y.



## SHRUBS AND TREES—Continued

## LANDSCAPE MATERIAL

Acer platanoides, 6 to 8 to 10 to 12 ft.  
Cham. plumosa, 15 to 18, 18 to 24 ins.  
Cham. plumosa aurea, 15 to 18, 18 to 24 ins.  
Cornus florida, 3 to 4 to 6 to 8 ft.  
Cornus florida rubra, 3 to 4 ft.  
Cotoneaster divaricata, 2 to 3 ft.  
Juniperus hetzi glauca, 12 to 15 ins. to 2 to 2½ ft.  
Juniperus stricta, 12 to 15 to 18 to 24 ins.  
Sorbus aucuparia, 15 to 6 to 8 to 10 ft.  
Syringa vulgaris, 2 to 3 to 4 to 5 ft.  
Taxus in varieties, 12 to 15 to 18 to 24 ins.  
Capitata, browni, densiformis, hatfieldi, Halloran, hicksi, Moon's columnaris, thayerae  
Thuja occ. pyramidalis, 18 to 24 ins., 2 to 3 ft.  
Viburnum hybrids, in varieties, 12 to 18 to 24 ins.

Write for list.  
VERKADES NURSERIES  
New London, Conn.

## EVERGREENS, WHOLESALE

A wide selection of Evergreen seedlings and transplants, also hardwoods, shade trees, ornamentals, shrubs and flowering trees. Our selected seed with good heredity and scientific culture assures healthy trees with heavy roots for rapid growth.

Musser offers quality trees at a price made possible through large quantity production.

No charge for packing and boxing. Ask for complete catalog and wholesale planting list.

Our ad, which appears on page 22 of this issue, shows a partial list of seedlings and transplants.

## MUSSEY FORESTS

Box 16 JC Indiana, Pa.

## AMOR RIVER PRIVET

1-yr., 9 to 18 ins., 2 canes or more.

\$35.00 per 1000.

These have been cut back twice.

Branched excellent.

Plants are the best we have ever grown.

## LOMBARDY POPLAR

2-yr., heavy branched from ground up

4 to 5 ft. .... \$0.40 each

5 to 6 ft. .... .50 each

6 to 8 ft. .... .75 each

3-yr., 8 to 10 ft. .... 1.10 each

10 to 12 ft. .... 1.50 each

Packing at cost.

## PAUL'S NURSERY

R. F. D. 3 Shelby, O.

## SHRUB AND TREE TRANSPLANTS

Acer ginnala (Amur Maple), Norway, columnare Norway and Schwedler Maple.

Euonymus, variegatus and coloratus.

Gleditsias (Honey Locust), Moraine R and thornless.

Malus (flowering Crab Apple), 10 varieties.

3 and 4-yr., 4 to 8 ft. sizes and caliper specimens.

Salix, niobe (golden Weeping Willow), blanda (Wisconsin Weeping), discolor French (French Pussy).

Syringa (French Lilac), 23 varieties, 2 to 3 ft. and 3 to 4 ft., heavy, a few 4 to 5 ft.

## THE MEAD NURSERY

Route 3 Oconomowoc, Wis.

## ORNAMENTAL TREES

Crab Apples, 40 varieties; 1-yr. trees and limited number 4-yr. transplants. Descriptive booklet available.

Thunder Cloud Plum, purple-leaved; 1-yr. and 4-yr., 8 ft. up.

Winter King Hawthorn, fruits ornamental all winter; 1-yr. white.

American Holly, hardy named varieties, in sizes to 6 ft.

Taxus and large plants of Magnolia soulangiana.

## SIMPSON ORCHARD CO., INC.

1504 Wheatland Rd. Vincennes, Ind.

Phone 483-3

## SHRUBS AND TREES

## Honey Locusts

Coles Skyline (Pat. No. 1619)

Coles Imperial (Pat. No. 1605)

Princeton's Shademaster (Pat. No. 1515)

We have the above varieties available in the following sizes. F.O.B. Warsaw, Ky.

1-24 25-100

1½ to 1¾-in. cal. .... \$ 8.25 \$ 7.50

1½ to 1¾-in. cal. .... 10.50 9.50

1½ to 2-in. cal. .... 12.50 11.50

## HOPPERTON NURSERY, INC.

P. O. Box 65 Naperville, Ill.

Phone Naperville 1020

## SHADE TREES

Hybrid Elm (grafted on Chinese),

6 to 8 ft. .... \$1.75

8 to 10 ft. .... 2.25

10 to 12 ft. .... 2.75

Trucks only. No shipping.

Write for trade list.

## HENRY NURSERIES, HENRY, ILL.

## FRENCH LILACS

23 varieties.

Heavy transplants, 2 to 3 ft. and 3 to 4 ft., a few 4 to 5 ft.

## THE MEAD NURSERY

Route 3, Oconomowoc, Wis.

## SHRUBS AND TREES

## CORNUS MAS.

12 to 20 ins., 3-yr., 12c each.

## LONICERA PILEATA YUNNANENSIS

(PROSTRATE EVERGREEN LONICERA)

2-in. pots, \$22.00 per 100, \$175.00 per 1000.

## PINUS SYLVESTRIS.

18 to 24 ins., TT, \$2.50, B&B.

## TAXUS CAPITATA

5-yr., TT (12 to 15 ins.) ..... 60c each

4-yr., TT (9 to 12 ins.) ..... 50c each

## CHARLES FLORI NURSERY, INC.

Prairie View, Ill.

## TREES AND SHRUBS

Norway Maple, 2-in. cal., B&B ..... \$12.00

Sugar Maple, 2-in. cal., B&B ..... 14.00

Andorra Juniper, 30 ins., B&B ..... 2.90

Hetz Juniper, 30 ins., B&B ..... 2.90

American Arborvitae, 4 ft., B&B ..... 3.50

Taxus hicksi, 18 ins., B&B ..... 2.90

Pyracantha lalandi, 6-in. pots, 8-in. pots.

Limited quantities of other size trees, evergreens and liners.

## BLODGETT NURSERIES

Perkasie, Bucks Co., Pa.

## CORKSCREW WILLOW

## (SALIX TORTUOSA)

A genuine novelty with dark green branches, that are as crooked as a corkscrew. Height 20 ft.

4 to 5 ft. size ..... \$1.15 each

5 to 6 ft. size ..... 1.50 each

6 to 7 ft. size ..... 2.25 each

10 to 12 ft. size ..... 3.50 each

2½ to 3-in. cal. .... 9.00 each

A good salesyard item. F.O.B. Lima.

## MOSES NURSERIES, LIMA, N. Y.

## RARE TREES

"Imports from all over the World."

Palma, Conifera, Magnolias, Tropicals.

Also seeds of many of the rare Oaks and natives plus those of Africa, Asia, Australia, Europe and South America, plus many indoor exotics.

Send for all our listings today.

Araucaria excelsa, \$7.50 per 1000 fresh seeds.

## CENTRAL NURSERY CO.

2675 Johnson Ave. San Luis Obispo, Calif.

## SHADE TREES

Maples, Silver, Norway

Plane Trees, Oriental, London

Clump Birch

Poplar, Lombardy

Willow, Thurlow Weeping

Other trees and flowering shrubs.

Many sizes available.

Write for quotations.

## YORK NURSERIES, PAINESVILLE, O.

## CHINESE ELM

5 to 6 ft., tr., ¾-in., 50c.

6 to 7 ft., tr., 1-in., 75c.

8 to 9 ft., tr., 1¼-in., \$1.00.

9 to 10 ft., tr., 1½-in., \$1.25.

6 to 7 ft. seedlings, branched, \$20.00 per 100.

4 to 5 ft. seedlings, branched, \$10.00 per 100.

Have about 500 12 to 18 ft., 1½ to 3½-in., \$1.00, you dig.

## WEITZEL'S NURSERY, North Platte, Neb.

## HONEYUCKLES AND LILACS

Honeyuckle zabeli, 2 to 3 ft. .... \$0.30

3 to 4 ft. .... .45

4 to 5 ft. .... .60

French Lilacs, named varieties.

3 to 4 ft. .... .85

Unknown mixture, 3 to 4 ft. .... .65

Prices apply to quantities of 30 or more.

Write for trade list.

## HENRY NURSERIES, HENRY, ILL.

## FOR QUICK SALE

ILLINOIS AND INDIANA LANDSCAPERS!

We have 4500 Evergreens, 12 to 15 and 24 to 36 ins.; 4500 shade trees up to 10 ft., shrubs, etc. Will sell as fire lot, only together, giving two years to dig, for 50c a plant. This is a bargain. Owner too old to take care of them.

## AMERICAN EVERGREEN NURSERY

5630 W. Ridge Rd., R. 6 Gary, Ind.

## NURSERY STOCK

TAXUS, RHODODENDRONS, JAPANESE MAPLE, AZALEAS, HOLLIES, MAGNOLIAS, DOGWOODS and other choice foundation planting stock in both finished and lining-out grades. Catalog upon request. Buy the best. BUY KLYN'S.

GERARD K. KLYN, INC., MENTOR, O.

Wholesale Rose Growers and Nurserymen

IN THE HEART OF FAMOUS LAKE CO.

## NURSERY STOCK

## LANDSCAPING SIZE

Taxus, Holly, Junipers, Fleria,

Azaleas, Forsythias, Weigelas,

Spiraeas, Philadelphus

and Red Twig Dogwood.

## META BROS. NURSERY

R. D. 2 Sewickley, Pa.

## FINISHED LANDSCAPE MATERIAL

First quality, priced to sell. Each

100 Norway Maple, 3 to 3½-in. cal.,

B&B ..... \$35.00

20 Red Maple, 3 to 3½-in. cal., B&B. 49.00

50 Pin Oak, 3 to 3½-in. cal., B&B. 49.00

Subject to prior sale. F.O.B. our nursery.

## H. F. BARR &amp; SON NURSERIES

Lancaster, Pa.

## FORSYTHIA LYNNWOOD GOLD

3 to 4 ft., heavy, branched, 75c.

FORSYTHIA BEATRICE FARRAND

2 to 3 ft., heavy, branched, \$1.00

CHINESE ELM, branched

4 to 5 ft., 10, \$5.50; 100, \$55.00.

5 to 6 ft., 10, \$8.00; 100, \$70.00.

Cash with order. Free packing.

MELLINGER'S, NORTH LIMA, O.

## FALL SURPLUS

100 Hardy Cedar of Lebanon, 3-yr. Each

grafts ..... \$2.00

50 Cladrastis lutea, 6 ft., XX ..... 3.00

25 Maackia amurensis, 4 to 5 ft., XX ..... 3.00

25 at 100 rate. Cash with order.

BRIMFIELD GARDENS NURSERY

245 Brimfield Rd. Wethersfield 9, Conn.

## FLOWERING CRAB APPLES

2 and 4-yr. transplants, 10 varieties.

4 to 8 ft. sizes

and caliper specimens.

## THE MEAD NURSERY

Route 2 Oconomowoc, Wis.

## RARE SHADE TREE LINERS

Increase your sales with our quality

flowering, shade, shrubs, fruit tree liners.

Reasonable prices. Send want list.

## GLOBE NURSERIES

Box 249 McMinnville, Tenn.

## TAXUS

## TAXUS CUSPIDATA SPECIAL.

Bed-grown plants.

Government inspected stock.

No Japanese beetles.

Per 100 Per 1000

1-yr., 4 to 6 ins. .... \$16.00 \$150.00

2-yr., 6 to 10 ins. .... 20.00 175.00

3-yr., 8 to 12 ins. .... 25.00 225.00

4-yr., 12 to 15 ins. .... 30.00 275.00

Under 200 at 100 rate; 200 or over at 1000 rate.

Write for complete list.

## KING WHOLESALE NURSERY

R. D. 5 Greensburg, Pa.

4 miles east on Route 180.

Phone Temple 4-8930

## TAXUS CAPITATA

## (Upright Japanese Yew.)

Per 100 Per 1000

\*15,000 2-yr. selected seedlings,

4 to 6 ins. .... \$0.15 \$0.12½

15,000 4-yr. T, 10 to 15 ins. . . . .45 .40

1,000 6-yr. T. .... .75

\*Seed sown lightly. Plants grown with plenty of room in beds.

## C. HOOGENDOORN

Turner Rd. Newport, R. I.

## 250,000 TAXUS CUTTINGS

Intermedia, hicksi, cuspidata, media,

densiformis, browni,

hatfieldi and andersoni.

2c each.

## ANNA NURSERY, ANNA, ILL.

## 50,000 TAXUS

2-yr. bedded liners.

Per 100 Per 1000

Cuspidata ..... \$25.00 \$225.00

Hicksi ..... 25.00 225.00

Densiformis ..... 30.00 275.00

Densiformis must be seen to be appreciated.

## STEWART'S GREENHOUSES

Pittman, N. J.

## TAXUS CUSPIDATA CAPITATA

From terminal cuttings.

Well-sheared, A-1 material.

4 to 4½ ft., \$11.00 each.

4½ to 5½ ft., \$12.50 each.

## BRIAR HILLS NURSERIES

North State Rd. Briarcliff Manor, N. Y.

## FINER LINERS FOR FALL

26 top varieties as rooted cuttings and

## HEAVY SELECT VIBURNUMS

Prized per EACH, in LOTS of 10 or more.	
1000 dentatum, 2 to 3 ft. ....	\$0.50
500 dentatum, 3 to 4 ft. ....	.60
500 dentatum, 4 to 5 ft. ....	.75
60 dentatum, 5 to 6 ft. ....	.90
200 dilatatum, 2 to 3 ft. ....	.60
200 dilatatum, 3 to 4 ft. ....	.75
200 lantana, 2 to 4 ft. ....	.65
50 lantana, 4 to 5 ft. ....	.75
250 opulus, 18 to 24 ins. ....	.50
250 opulus, 2 to 3 ft. ....	.60
350 opulus, 3 to 4 ft. ....	.70
110 tomentosum, 2 to 4 ft. ....	.75
150 wrightii, 2 to 3 ft. ....	.75
100 wrightii, 3 to 4 ft. ....	.90

Ask for price if needed B&B. Complete fall list soon ready.

MOSES NURSERIES, LIMA, N. Y.

## VIBURNUM CARLESI

(Fragrant Mayflower Viburnum)

Per 100 Per 1000

5,000 2-yr. seedlings,	
4 to 6 ins. ....	\$0.15 \$0.12½
6 to 8 ins. ....	.20 .17½
8 to 12 ins. ....	.30 .25
*1000 3-yr. T. 12 to 18 ins. ....	.75 .60

\*Heavy, well-branched, suitable for mail order trade.

C. HOOGEENDOORN

Turner Rd. Newport, R. I.

More customers for you!  
Over 9,500 subscribers, all active buyers,  
see your ad in the American Nurseryman.

## SUPPLIES

## BONSAI CONTAINERS

## BONSAI CONTAINERS

Authentic imported containers, books of instruction, complete starter kits. Send for catalog, wholesale and retail.

EVERGREEN HOUSE (Dept. ID1)  
P. O. Box 433 Los Altos, Calif.

## BURLAP

## NEW BURLAP

In bolts or rolls of 100 to 125 yards.

## HEAVYWEIGHT BURLAP

Width	In bolts	On rolls
36 ins. ....	22½¢	24½¢ per yd.
48 ins. ....	23½¢	25½¢ per yd.
48 ins. ....	25½¢	27½¢ per yd.
48 ins. ....	27½¢	29½¢ per yd.
54 ins. ....	31¢	33¢ per yd.
66 ins. ....	34½¢	36½¢ per yd.
72 ins. ....	40½¢	42½¢ per yd.

## BURLAP EROSION CLOTH

40 ins. ....	18¢	21¢ per yd.
57 ins. ....	23¢	

## GREEN BURLAP

36 ins. ....	37½¢ per yd.
--------------	--------------

All prices are net F.O.B. New York.  
Minimum order 1 bolt or 1 roll. Orders of 3 or more freight prepaid east of the Mississippi. When ordering specify rolls or bolts.

LEWIS INTERNATIONAL CO.  
666 Clinton Ave. Newark 8, N. J.

HOLLAND BURLAP squares, for all needs.  
VIKING CLOTH, a film imbedded Burlap,  
in squares, used instead of tarpaulins, and in  
9-yard rolls, 5 ft. wide, \$38.00.

HALF MOON CO., Box 27A, Plainfield, N. J.

## CANE STAKES

## NATURAL BAMBOO STAKES

PER 100	%-1	%-1 1-1¼
4 ft. ....	\$2.88 \$3.44	\$4.24 \$5.60
6 ft. ....	3.60 4.30	5.30 7.00
7 ft. ....	5.16 6.36	8.40
8 ft. ....	6.02 7.42	9.50
10 ft. ....	6.88 8.48	11.20
12 ft. ....	10.60 14.00	
18 ft. ....	12.72 16.80	

Approximate thickness at bottom end.  
F.O.B. Livonia, La. 2000 up, less 6 per cent; 5000 up, less 10 per cent.

A. C. PATTERSON, FRISCO, LA.  
FORMERLY OF CENTERTOWN, KY.

## BAMBOO CANE STAKES

For greenhouse and nursery purposes.

All types and sizes.

Write for prices and quantity discounts.

ALICE HENDERSON, INC.  
1313 W. Randolph St. Chicago 7, Ill.

## OUTDOOR BAMBOO STAKES

All sizes for immediate delivery.

Ask for our Nursery Supply List.

HALF MOON CO., Box 27A, Plainfield, N. J.

## CANE STAKES

SEE DISPLAY AD ON PAGE 137.

McHUTCHISON & CO., RIDGEFIELD, N. J.

## CHRISTMAS TREES

15,000 large, sheared Scotch and Red Pine,  
near Uniontown; 20,000 sheared Scotch and  
Red Pine, also White Spruce, near Bedford.  
First cuttings.

L. R. Brown, Agent, R. 4, Johnstown, Pa.

## VINCAS

## VINCA MINOR (HARDY MYRTLE)

Division liners	Per 100	Per 1000
Clumps, 15 to 20 leads. ....	5.00	40.00
Clumps, 25 to 30 leads. ....	7.50	60.00
2½-in. pots. ....	12.00	100.00
3-in. peat pots. ....	15.00	125.00

Shipment anytime. Write for quotations on large quantities.

LOWELL H. MCGEE NURSERIES

Box 341 Phone 3351 McMinnville, Tenn.

## MISCELLANEOUS

LARGE CANNED LINES IN GALLONS  
300 Baker, 500 Pfister, 300 Spiny Greek  
Juniper; 500 Wax Ligustrum, 200 Altheaea.

Rose of Sharon, 5 hills per can.  
Dwarf red Cannas, Pampas Grass, Day  
Lilies, in gallons.

Other good items. Call with truck and  
load. Prices low.

## ESCOTT'S

1122 N. 44th St. Fort Smith, Ark.

## WANTED

Wanted—Rhododendron cuttings, unrooted.  
True-to-name varieties only. Write, giving  
prices and quantity of different varieties  
available.

George R. Godwin, Box 247, Bridgeville, Pa.

## CYPRESS FLATS

## TOP-GRADE FLATS THAT LAST

No.	Size I.S.M.	Per 100 Wt.
1.	14x20x2½-in. ....	\$25.00 590
2.	14x20x3½-in. ....	29.00 680
3.	12x16x2½-in. ....	20.00 440
4.	12x16x3½-in. ....	24.00 530
5.	14x16x2½-in. ....	22.00 510
6.	14x16x3½-in. ....	26.00 590
7.	15x22½x2½-in. ....	29.00 670
8.	15x22½x3½-in. ....	33.00 780
9.	11¼x22½x2½-in. ....	23.00 540
10.	11¼x22½x3½-in. ....	28.00 630
11.	14x16x5-in. ....	30.00 720
12.	5x11x5-in. ....	16.00 300
13.	5x16x5-in. ....	18.00 380

Any size to order. Write for price list on  
skeleton flats. Bottoms and sides ¾-in.  
thick; ends ¾-in.; all planed one side. 5  
per cent discount on orders of 500 or more.  
Check with order. Up to 3 lines printing in  
black ink if desired; \$1.00 setup charge plus  
1c per end piece. Shipped K.D. in bundles  
of 25, F.O.B. Williamston, by truck, unless  
specified otherwise.

H. C. HILL & SONS,  
P. O. Box 747 Williamston, N. C.  
Phone Swift 2-4127

## REDWOOD FLATS, K.D.

Finest stock obtainable. Guaranteed all  
clear heart. Size 20x16x3 ins. inside measure,  
\$35.00 per 100.

1x1-in. Cypress stakes, pointed.  
50 pcs. to bundle, 4 ft., \$3.50 per bdl.  
50 pcs. to bundle, 5 ft., \$4.50 per bdl.  
50 pcs. to bundle, 6 ft., \$5.50 per bdl.  
Ship same day. Cash with order, please.  
YOHO & HOOKER, YOUNGSTOWN 2, O.

## FERTILIZERS

## PETERS SPECIAL

CONTAINER-GROWING FERTILIZERS  
All materials listed are ideal for container-  
growing purposes.

REGISTERED SOLUBLE  
CHELATED FERTILIZERS  
WITH M77

SOLUBLE FERTILIZERS  
21-7-7 Azalea Neutral (non-acid forming)  
2-7-7 Azalea Acid (heavy acidifying action)  
20-10-15 Nurseryman's Special

All above, \$6.75 per 25-lb. bag.  
\$23.00 for 4 25-lb. bags.

20-20-20 General Purpose Feed.  
10-20-20 Low Nitrogen Special.

\$7.25 per 25-lb. bag; \$25.00 for 4 25-lb. bags.  
LONG-LIFE FEEDS

13-6-6 Organic Special Du Pont Uramite  
Nitrogen and highest grade natural or-  
ganics. The finest long-life dry feed. Un-  
excelled for containers.

\$7.25 per 25-lb. bag; \$25.00 for 4 25-lb. bags.  
Du Pont Uramite, 13 per cent nitrogen from  
methyl-urea, \$12.00 per 50-lb. bag.

Also available: Chelated Iron, Chelated  
Trace Element Complexes, Fritted Trace  
Elements, etc.

## FRITTED POTASH

Contains 32 per cent K2O, plus fritted trace  
elements. Will not leach away. Gives 5 to 9  
months' assured supply of Potash, regardless  
of leaching rain or heavy watering. \$9.00  
per 25-lb. bag; \$4.00 per 25-lb. bag for 4 to  
39 bags.

Write for complete price list.

Freight prepaid to any state in the Union  
with the exception of Alaska, on all orders  
totaling 300 lbs. or more. West of the Mis-  
sissippi, add 3c per lb. on 300 lbs. and over,  
prepaid shipments. F.O.B. Allentown, Pa.,  
on all orders less than 300 lbs.

PETERS SPECIAL  
Retail Packages  
20-20-20.

1-lb. resale container,  
packed 12 to a carton.  
Resale price, \$1.25 to \$1.50.

12-pack carton costs you \$10.50.  
20-20-20.

5-lb. resale tub,  
packed 6 to a carton.  
Resale price, \$2.75 to \$3.95.

6-pack carton costs you \$15.75.  
F.O.B. Allentown, Pa. Total orders of 300  
lbs. or over shipped prepaid anywhere in the  
United States, with the exception of Alaska.

ROBERT B. PETERS CO., INC.  
323 N. 15th St. Allentown, Pa.

## LABELS

## DAHLIA OR TREE LABELS

	Price per carton
Plain	Painted
3¼x½ ins., notched, not wired.	\$3.00 \$3.60
3¼x½ ins., wired (copper).	3.95 4.90

## POT LABELS

4x½ ins. (cartons 1000 each).	3.95 4.60
5x½ ins. (cartons 1000 each).	4.30 5.10
6x½ ins. (cartons 1000 each).	4.70 5.30

Price per carton  
Plain Painted

8x½ ins. (cartons 500 each).	\$3.60 \$4.30
10x½ ins. (cartons 500 each).	4.20 5.10

## GARDEN STAKES

8x ¾ ins. (cartons 250 each).	3.00 3.60
10x ¾ ins. (cartons 250 each).	3.30 3.90
12x1½ ins. (cartons 100 each).	2.00 2.40

Our labels are perfectly white and smooth  
on both sides and are pronounced by growers  
the best and most economical.

Catalog on request.  
"We ship same day."  
YOHO & HOOKER, YOUNGSTOWN 2, O.

## LABELS—Continued

FINEST BLANK or PRINTED wood labels.  
BENJ. CHASE CO., VII. Sta., DERRY, N. H.

## MULCHES

## BALED PINE NEEDLES

Longleaf Pine needles. The best mulch available for broadleaf Evergreens and other ornamental plants. Bales average 70 lbs., enough to mulch over 200 square feet. Write for low delivered prices to your nursery.

## LANDSCAPES

555 S. May St. Southern Pines, N. C.

## PEAT MOSS

"BRODLEAF" Holland Peat Moss, Carloti. Standard 7½ cft. Gardener 6 cft. and Halves. Jumbo for growers, two bales equal three. HALF MOON CO., Box 27A, Plainfield, N. J.

## PESTICIDES

SEE DISPLAY AD ON PAGE 137.  
McHUTCHISON & CO., RIDGEFIELD, N. J.

## PLANT FOOD

## PENNSYLVANIA DISTRIBUTOR

## CHLOROMONE

Liquid plant hormone with chlorophyll.  
4-oz. jar .....\$ 3.00  
Case of 12 ..... 23.40  
Case of 24 ..... 43.20  
Gallon tin ..... 45.00  
HEASLEY BROS. NURSERY  
R. D. 1, Box 218 Greensburg, Pa.

## OHIO DISTRIBUTOR

## CHLOROMONE

Liquid plant hormone with chlorophyll.  
4-oz. jar .....\$ 3.00  
Case of 12 ..... 23.40  
Case of 24 ..... 43.20  
Gallon tin ..... 45.00  
CRUMRINE NURSERY  
R. D. 2 Phone TA 3-9508 Alliance, O.

## CHLOROMONE

Liquid plant hormone.  
4-oz. jar .....\$ 3.00  
Case of 12 ..... 23.40  
Case of 24 ..... 43.20  
Gallon tin ..... 45.00  
HESS' NURSERIES  
P. O. Box 128 Wayne, N. J.

## PLANT TIES

SEE DISPLAY AD ON PAGE 137.  
McHUTCHISON & CO., RIDGEFIELD, N. J.

## PLASTIC FILM

GER-PAK POLYETHYLENE FILM  
SUN-RESISTANT BLACK FOR MULCHING

.0015 MIL.  
3 ft. x 500 ft. ....\$ 7.45 roll  
3 ft. x 1000 ft. .... 14.90 roll  
4 ft. x 1000 ft. .... 19.90 roll

NATURAL TRANSPARENT ONLY  
.002 MIL. ALL ROLLS 200 FT. LONG

4 ft. x 2 in. x 200 ft. ....\$ 5.55 roll  
8 ft. x 4 in. x 200 ft. .... 11.10 roll  
12 ft. x 200 ft. .... 15.90 roll

NATURAL TRANSPARENT ONLY  
.004 MIL. ALL ROLLS 100 FT. LONG

3 ft. x 100 ft. ....\$ 4.00 roll  
4 ft. x 100 ft. .... 5.30 roll  
6 ft. x 100 ft. .... 7.98 roll

8 ft. x 100 ft. .... 10.65 roll  
14 ft. x 100 ft. .... 18.60 roll  
MINIMUM ORDER .004 mil. 4 rolls up to

8 ft. Write for low prices on quantity orders. Other sizes and mil. weights available up to 40 ft. in natural and black film.  
PHONE BALDWIN 3-8277  
DAYTON NURSERY & GARDEN SALES  
P. O. Box 763 Dayton 1, O.

## POLYETHYLENE FILM

1½ mil., black, in 100-ft. rolls, 3 ft. wide, \$20.40; 4 ft. wide, \$27.00.  
2 mil., natural, in 200-ft. rolls, 4 ft. x 2 in. wide, \$3.00; 8 ft. x 4 in. wide, \$15.00; 12 ft. wide, \$21.60.

4 mil., natural, in 100-ft. rolls, 3 ft. wide, \$6.00; 4 ft. wide, \$8.00; 6 ft. wide, \$11.20; 8 ft. wide, \$14.40; 10 ft. wide, \$18.00; 12 ft. wide, \$21.60; 14 ft. wide, \$25.20; 16 ft. wide, \$28.80; 20 ft. wide, \$36.00; 24 ft. wide, \$43.20; 28 ft. wide, \$50.40; 32 ft. wide, \$57.60.

10 per cent discount on orders over \$24.00.  
20 per cent discount on orders over \$60.00.  
35 per cent discount on orders over \$60.00 sq. ft.

We pay freight if check is with order.  
6 mil. available in widths up to 32 ft.  
ROUGH BROS.

4229 Spring Grove Ave. Cincinnati 23, O.

VIKING-CLOTH, a Poly-embedded Burlap.  
POLLY-FILM, all in Sheets and Rolls.  
HALF MOON CO., Box 27A, Plainfield, N. J.

POLYETHYLENE FILM  
Natural transparent, made from Du Pont Alathon, the amazing film for greenhouses.

.004 mil., all rolls 100 ft. long.  
3 ft. wide by 100 ft. long.....\$ 6.00 per roll  
4 ft. wide by 100 ft. long..... 8.00 per roll  
6 ft. wide by 100 ft. long..... 12.00 per roll  
8 ft. wide by 100 ft. long..... 16.00 per roll  
Other sizes available up to 20 ft. wide.

Send \$1.00 for liberal sample, 4 ft. x 10 ft. postpaid.  
Special deal for greenhouse construction. 5 rolls to 9 rolls, 25 per cent discount. 100 rolls or more, 33½ per cent discount.

"We ship same day."  
YOH & HOOKER  
520 Williamson Ave. Youngstown 1, O.

## PLASTIC POTS

## WILSON HIGH IMPACT

## POLYSTYRENE PLASTIC POTS

Attractive mottled colors in utility grade, sold in original cartons only. All priced F.O.B. DAYTON, O.

Per 1000 Wt.  
2-in., round, 1000 case.....\$ 9.00 12 lbs.  
2½-in., round, 1000 case..... 11.50 22 lbs.  
3-in., round, 1000 case..... 17.00 35 lbs.  
4-in., round, 500 case..... 32.00 35 lbs.  
4-in., round tub, 500 case..... 32.00 33 lbs.  
6-in., round, 120 case..... 120.00 35 lbs.  
6-in., round tub, 120 case..... 105.00 25 lbs.  
2½-in., square, 1000 case..... 10.00 18 lbs.  
3-in., square, 1000 case..... 17.00 36 lbs.  
4-in., square, 1000 case..... 32.00 33 lbs.  
Also available in solid pastel colors, add 25 per cent to above price for colors. Samples sent upon request.  
DAYTON NURSERY & GARDEN SALES  
P. O. Box 763 Dayton 1, O.  
Phone Baldwin 3-8277

## PRINTING

Letterheads, 8½x11 in. Envelopes, 6½ size. 250 of each, \$6.50; 500 of each, \$11.50. Postpaid to zone 3; beyond 3, add 5 per cent.  
H. Grebe, 306 Union St., Royersford, Pa.

## REED MATS

## REED MATS

SEE DISPLAY AD ON PAGE 137.  
McHUTCHISON & CO., RIDGEFIELD, N. J.

## SPHAGNUM MOSS

## NO. 1 SPHAGNUM MOSS

Large burlap bales, long fibered, clean, firmly packed; bale, \$1.20.  
JOSEPH JAMROS, CITY POINT, WIS.

Fresh, clean sphagnum moss, write, or phone City Point 133 for our low prices on wirebound bales in truckloads or carlots.  
Tony Jaromin, City Point, Wis.

Long-fibered sphagnum moss, also ground moss. Price us on truckloads delivered.  
Warrens Moss Co., Warrens, Wis.

## STAKES

## CYPRESS PLANT STAKES

50 pieces to bundle.  
1x1-in.—3 ft., pointed .....\$3.00 per bundle  
1x1-in.—4 ft., pointed ..... 3.50 per bundle  
1x1-in.—5 ft., pointed ..... 4.50 per bundle  
1x1-in.—6 ft., pointed ..... 5.50 per bundle  
1x1-in.—7 ft., pointed ..... 7.00 per bundle  
These stakes are made of cypress and redwood; are good, strong stakes and will give long service. "A little better than seems necessary."

## WE SHIP SAME DAY!

YOH & HOOKER  
Youngstown 2, O.

## STAKES, GALVANIZED HARD STEEL

GALVANIZED tree guying WIRE.

HOSE for guywire PADDING.

Prices and samples sent on request.

SCHUPP SUPPLY CO., WILMETTE, ILL.

## TRADE BOOKS

## TRADE BOOKS.

Descriptive book circulars available on request.

## STANDARD CYCLOPEDIA

## OF HORTICULTURE.

3-Volume Set,  
by L. H. Bailey, \$52.00.

## THE GRAFTER'S HANDBOOK,

by H. J. Garner, \$5.75.

## PLANT BREEDING FOR EVERYONE,

by John Y. Beaty, \$2.75.

## 55 PRACTICAL GARDEN PLANS,

by John Elliott, \$1.00.

These books may be obtained, postpaid, at the publishers' prices indicated, from

AMERICAN NURSERYMAN  
343 S. Dearborn St. Chicago 4, Ill.

## CENTRAL CHAPTER

[Concluded from page 101]

up a large number of the group. Ted Sorensen announced that Central chapter would have an exhibit in the next spring garden show on a basis that would not compete with any of the nurserymen. The entry will be in a special class, and the chapter will be paid on a square-foot basis.

Hank Sciaroni, farm adviser of San Mateo county, speaker for the evening, gave an interesting talk on the problems confronting the industry today. Increased competition, higher taxes and higher labor costs are items that must be met with a more efficient operation, Mr. Sciaroni said. Each square foot of space must count. He then gave a complete outline on all the weed killers in use today, as well as some being tested. Larry C. Basker, Sec'y.

## HOST YUGOSLAV EXPERTS

Stribling's Nurseries, Merced, Calif., recently played host to three fruit-growing experts from Yugoslavia. Willis A. Stribling, executive vice-president, who guided the guests on a tour of the company's 800 acres of growing grounds, said the visitors praised the local methods of production, breeding and budding. They were particularly interested, he said, in the nursery's irrigation program.

The Yugoslav trio included Miladin Ristivojevic, from the agricultural field station at Valjevo; Sava Milovanovic, from the experimental station for fruits at Novi Pazar, and Dragomir Marjanovic, an engineer from the fruit industry at Prijedor.

## DR. J. H. HANLEY DIES

Dr. John H. Hanley, Seattle, Wash., prominent west coast garden editor and author, died suddenly August 14. At the time of his death, Dr. Hanley was garden editor of the Seattle Post-Intelligencer, the Spokane Spokesman-Review, the Vancouver Province and a group of publications known as the Northwest Farm Quad—the Washington Farmer, Idaho Farmer, Utah Farmer and Oregon Farmer. He also conducted a Saturday morning television program sponsored by the Washington State Nurserymen's Association and three of its member firms.

Born at Wilmington, Del., in 1904, Dr. Hanley graduated from the University of Michigan and received his master's degree in horticulture and his doctor's degree in plant physiology from the University of Illinois. He moved to Seattle in 1939 as director of the University of Washing-

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# Oregon English Holly

## TEUFEL'S "HYBRID" PREMIUM GRADE

SELECTED, DARK GREEN, HEAVILY BERRIED SPRAYS

10 lbs. per carton	\$ 7.50
25 lbs. per carton, long	18.75
50 lbs. per carton, long	37.50

SELECT GRADE—Glossy green foliage with lots of red berries

\$6.00 per 10-lb. carton

\$55.00 in lots of 100 lbs.

Selected shorter sprays also packed in:

BOXES WITH TRANSPARENT WINDOW

### ONE-POUND BOXES

\$10.80 per carton of 12 1-lb. boxes.....	berried green.....	\$13.50 per carton of 24 ½-lb. boxes
\$13.50 per carton of 12 1-lb. boxes.....	berried variegated.....	\$16.00 per carton of 24 ½-lb. boxes

### HALF-POUND BOXES

THORNSPROOF TRANSPARENT BAGS

Approx. ½ lb. each—berried green, \$16.00 per carton of 25 bags

TEUFEL'S VARIEGATED HOLLY—With lots of red berries this year.

10 lbs. per carton.....\$8.75

25 lbs. per carton, long, \$21.85

50 lbs. per carton, long, \$43.70

All F.O.B. Portland, Ore. Grown and packed by . . .

## GEORGE TEUFEL'S HOLLY FARM

(More than 200 acres of producing holly orchard)

7307 W. Barnes Rd.

Portland 1, Ore.

ILLUSTRATED PRICE LIST ON REQUEST

CASH WITH ORDER, PLEASE

ton Arboretum, from which he resigned in 1947 to become editor in chief of the Northwest Gardens and Homes magazine. His book, "Year-round Gardening in the West," was published in 1956. He was a well-known speaker on garden subjects and frequently appeared at nurserymen's meetings.

Dr. Hanley is survived by his widow, Mary; a son, Allen; three daughters, Barbara, Virginia and Peggy; his mother, Mrs. Sarah Hanley; three brothers, and a sister.

M. B. S.

### CALIFORNIA NOTES

The Wayside Nursery, located for many years in the 1200 block of El Camino, San Mateo, has moved to a new location at Ninth avenue and the Southern Pacific right of way. The old site will be used for expansion of neighboring business facilities and parking. The new location is better suited for a nursery in that there is ample space for parking, traffic is slower and land is less costly. A new building, 18x50 feet, will house a garden supply store, offices and storage facilities for fertilizers, peat moss and other bulky items, which will be easily accessible to customers' trucks or cars for quick undercover loading. All walks are

### ALUMINUM SUN-FIN RADIATION

Ideal for Greenhouse Heating



EASILY INSTALLED  
IT WILL NOT RUST

Descriptive literature and prices sent on request

SUNDERLAND PIPE SHOP  
4302 Woodland Ave., Kansas City, Mo.

### DOMESTIC BURLAP SQUARES

In lots of 1000 or more in each size. Per 1000

24x24 ins.	\$37.50
26x26 ins.	41.00
28x28 ins.	44.00
30x30 ins.	48.00

This should offer considerable savings to large users of domestic squares. All covers are made from vacuum-cleaned, bright burlap bags, free of holes and perfectly uniform. Samples will be gladly mailed upon request.

HARRY STOLLER & CO.

30-40 Maple St. Chelsea 50, Mass.

### BURLAP

Various Sizes

Write for prices and samples.

STERLING BAG & BURLAP CORP.

41 Carolina St. Buffalo 1, N. Y.  
Phone: CL 2339



### KILLS WEEDS

R-H Granular  
Weed Rhap-20

Kills Lawn Weeds  
Water Weeds  
Cornfield Weeds

Ready-to-Use!  
Dealers Wanted

REASOR-HILL CORPORATION  
Box 36 AN, Jacksonville, Ark.

DARLING'S  
*"Rite in the Rain"*  
WATERPROOF  
TREE AND PLANT LABELS  
"Rite in the Rain" labels are not just another paper label. They are made of tough tagboard and chemically treated to make them waterproof. Ordinary pencil markings do not wash off. These are longer lasting yet low-cost labels. Millions are used every year by nurserymen.  
Write for samples and prices.  
J. L. DARLING COMPANY  
BROWN'S POINT, TACOMA, WASH.

### A. M. LEONARD & SON

PIQUA, OHIO

Knives - Shears - Pruning Tools  
Nursery Spades-Grafting Supplies  
Write for Catalog

# WANTED and FOR SALE ADS

Help and Situation Wanted and For Sale Advertisements.

Display: \$4.50 per inch, each insertion.

Linens: 40¢ line; minimum order \$4.00.

## HELP WANTED

An old, established nursery, one of America's fastest-growing mail-order nurseries, is expanding its operation. A new nursery is being established in an eastern area and a man with experience in growing perennials, shrubs and other nursery stock plus experience in shipping is needed. Good salary, profit sharing, hospitalization and other benefits for the right person. Must have executive ability. Write Box 630, care of American Nurseryman, giving information on background and experience.

## HELP WANTED

### LANDSCAPE DESIGNER-SALESMAN

To sell homeowners and industrial plants in Minneapolis, Minn. Leads furnished but must also be willing to solicit.

### NURSERY SUPERINTENDENT

Must be experienced in all phases of nursery work. Modern home on premises. Real opportunity, good salary and insurance benefits to energetic man.

Give complete resume and include picture in first letter. Address replies to Box 633, care of American Nurseryman.

## HELP WANTED

### LANDSCAPE ARCHITECTS

One of the largest and most experienced landscape companies in America needs additional personnel. One opening for a fully experienced and talented graduate landscape architect; another for a recent graduate. These positions are in our design department, which operates on a professional basis. The jobs are permanent, involve all phases of design and have a good future.

Please send full history, samples of work, photograph and salary requirements.

LAMBERT LANDSCAPE CO.  
3800 Northwest Hwy.  
Dallas 20, Tex.

## HELP WANTED

### WORKING FIELD FOREMAN

Permanent position in a 70-acre nursery in midwest. Requirements: experience in handling men and growing general line. Write Box 639, care of American Nurseryman.

## HELP WANTED

### RETAIL NURSERY SALES CAREER

Requirements, ambition and desire to work for advancement in a growing, progressive company.

Mr. C. S. Crum  
ROSEDALE'S NURSERIES, INC.  
400 W. Huntington Dr.  
Monrovia, Calif.

## HELP WANTED

### GARDEN STORE MANAGER

For The Siebenthaler Co. of Dayton, O. High-volume, modern operation. Merchandising and retail store operating experience preferred. All replies confidential.

K. J. VOGT  
806 American Bldg. Dayton 2, O.

## HELP WANTED

### LANDSCAPE GARDENER

Permanent, year-round position with full employment benefits. Desire man under 50 with experience or training to assist supervisor of grounds maintenance in new planting, replacement and care of evergreens, shrubs, trees and ornamental flowers and plants. Must be familiar with tools, equipment, fertilizers, insecticides, soils, technical terms, catalogs, etc. Able to supervise work crews. Apply by calling or writing:

Clerical and Service Personnel  
PURDUE UNIVERSITY  
Lafayette, Ind.

## HELP WANTED

### LANDSCAPE SALESMAN

Because of increased volume, we need a well-qualified salesperson in our contract department to handle inquiries on plans, to handle contract sales and to make constructive on-the-ground suggestions for small homes. The applicant must have some formal landscape architectural education.

Please send full history, samples of work, photograph and drawing account or salary requirements.

LAMBERT LANDSCAPE CO.  
3800 Northwest Hwy.  
Dallas 20, Tex.

## HELP WANTED

Experienced young nurseryman able to supervise labor in planting, digging and filling of orders, with good general knowledge of nursery operations. Good opportunity for advancement and future security in a growing wholesale business in the northeast. Write full particulars of experience, salary required, etc. All replies confidential. Write Box 637, care of American Nurseryman.

## HELP WANTED

### SALES POSITION OPEN

Medium-size midwestern grower-nurseryman has opening for wholesale salesman. Old, established firm growing a full line of ornamentals. Now concentrating on Great Lakes area, but need more coverage. Salary plus bonuses—no commissions. Send resume to Box 523, care of American Nurseryman.

## HELP WANTED

Experienced nursery propagator interested in working with new varieties of perennials.

WELLER NURSERIES CO.  
P. O. Box 501 Holland, Mich.

HELP WANTED — Landscape salesman needed by one of Florida's oldest nurseries. Must be college trained or experienced in landscape selling. Opportunity to work on west coast of Florida where you are limited only by your own abilities. Contact: ROYAL PALM NURSERIES, Box 695, Oneco, Fla.

FOR SALE—Property and business. 3 acres of land, bungalow, three 100-ft. greenhouses, garage, 24x48 ft. NESCONSET FLOWER FARM, St. James, L. I., N. Y.

## FOR SALE

### MAIL-ORDER NURSERY

Long-established firm in the mid-west is offering mailing list of over 100,000 live names, together with good will and use of firm name. Capable of adding \$70,000 to \$85,000 gross sales annually to your present volume. This is a going business, with current fall catalog now pulling sales.

If bought now can be made to nicely work into your spring selling campaign.

If operated as an individual unit, with shipments packed out of your own storage sheds, can prove highly profitable to purchaser and should pay for itself within three years. Will also include real estate if desired.

Reason for selling, owner wishes to retire. Reply to Box 638, care of American Nurseryman.

## FOR SALE OR LEASE

### NURSERY

Health and age force retirement. Plenty of good salable stock, inventory in office. Good soil, deep well, tools, two houses, lake for irrigation under construction. Will give long lease with option to buy. For appointment, write:

JOHN E. ASAY  
Roselle, Ill.  
Phone: TEnnysyn 7-5237

## FOR SALE

Established nursery and residence on 10 acres; well located on St. Lawrence Seaway, in community of 75,000, next to shopping plaza, ideal location for garden center. Has retail drive-in trade. Well stocked with salable evergreens, roses, shrubs, azaleas, holly, shade and ornamental trees and perennials. Barn, packing shed, root cellar, lath house, greenhouse; good equipment with irrigation system and pond. Cash or \$35,000 down, balance can be financed.

P. G. Janzen, Owner  
GRANTHAM NURSERY  
421 Niagara St.  
St. Catharines, Ont., Canada

## FOR SALE

Retiring owner offers 20-acre nursery, with young salable stock, centrally located in Maryland. 360-ft. frontage on main highway, the rest on a main secondary road. Includes garden shop which carries leading brands and does bang-up job in season. Equipment includes 3 Ford tractors with all accessories for lawn making. Have city water, also fresh water stream to pump from. Large shade house, block garage, tractor shed and many bins equipped with water for dug B&B and bare-root stock. Very little competition and our good reputation will make this a real money-maker for someone willing to work it as we have. We are listed in D&B. Priced at \$40,000, including stock and equipment.

R. A. Kesslerling, Owner  
VALLEY EVERGREEN NURSERY  
Williamsport, Md.

## PUBLIC AUCTION OF NURSERY STOCK AND EQUIPMENT

The heirs of RALPH L. and WM. T. CRUZAN, d/b/a CRUZAN BROS. NURSERY, Jacksonville, Ill., offer for sale, at public auction, nursery equipment, including I.H. tractor, 2 one-ton trucks and 12 to 15 acres of nursery stock at address below on October 22, 1959, at 9:00 A.M., DST. Complete stock of shade and fruit trees, ornamental and flowering shrubs, evergreens and roses. Stock to be dug and removed by buyers before June 1, 1960.

### CRUZAN BROS. NURSERY

1235 Tendick St. Jacksonville, Ill.  
2 Blocks South U. S. 36 and 54 Phone: Chestnut 3-2751

### "Maples Cultivated in the United States and Canada"

by Brian O. Mulligan, Director  
University of Washington Arboretum,  
Seattle, Wash.

### "Crab Apples for America"

by Donald Wyman  
Arnold Arboretum, Jamaica Plain, Mass.  
Lists geographical distribution, classification, arboretum plantings, propagation, etc.

Copies may be obtained at \$2.00 each from:

### American Association of Botanical Gardens and Arboreta

Carl W. Fenninger, Secretary  
P. O. Box 216, Lima, Delaware Co., Pa.

## WANTED and FOR SALE ADS

Help and Situation Wanted and For Sale Advertisements

Display: \$4.50 per inch, each insertion. Liners: 40¢ line; minimum order \$4.00.

### FOR SALE

#### CLEARANCE SALE

6-ft. 2-in. over-the-row machine, used for high-clearance cultivating, spraying, evergreen and citrus tree bailing, root pruning, bare-root digging. Write for information.  
NURSERY EQUIPMENT CO., INC.  
Maple Plain, Minn.

### FOR SALE

Used complete greenhouses. Used greenhouse materials, glass, pipe, valves, etc. Greenhouses bought for wrecking.  
SEABOARD GENERAL SUPPLY CO.  
Elizabeth 4-9041 Waverly 6-0404  
1080 Magnolia Ave. Elizabeth, N. J.

### FOR SALE

Well-located and stocked 10-acre retail and wholesale nursery on state road No. 3, 900 sq. ft. propagating house, 6000 sq. ft. lath house. Truck, tractor and modern home. \$10,000 down, balance in 10 years. Wish to retire.  
TOWNSEND NURSERY  
Hartford City, Ind.

### FOR SALE

#### NURSERY

30 minutes from Chicago on main highway, fine home, large concrete garage, barn and other outbuildings. All first-class shade; plus 2 modern, newly built, 5-room apartments. 62 acres—25 in nursery stock. Price, \$80,000.  
KINAST NURSERY  
Bl. 173 Phone: Antioch 2222, Antioch, Ill.

### FOR SALE

#### PERENNIAL NURSERY

Two 40-acre tracts, one ¼ mile from city limits on hard-surface road, other 2 miles from city limits of 10,000. Can purchase now or this fall with full crop harvested and stored or in spring at half the price. Average sales of \$50,000 to \$70,000 per year. Modern, 7-room house and 5-room tenant house, warehouse, storage barn and all tools. Write Box 635, care of American Nurseryman.

### FOR SALE

#### TREE MOVER

Heavy-duty, Williams & Harvey 6-ft. tree mover with power winch and mounted on 1956 Ford F-500 truck. Complete outfit in spotless condition. Only \$2600.  
PERIN LANDSCAPE CORP.  
3801 Church St. Cincinnati 44, Ohio  
Phone: LO 1-6969

SITUATION WANTED — Retail nursery salesman or landscape salesman. Familiar with all types of plants and plant material. Lifetime experience in most any line of nursery business. Can be ready to work in 30 days. Can supervise and handle labor on landscape work. Give details in first letter. Write Box 640, care of American Nurseryman.

FOR SALE—Complete nursery on 3-lane highway between Youngstown, O., and Pittsburgh, Pa. 600-ft. frontage, 16 acres. 2 storage sheds, sales lot, 2 dams, 2 houses. Reason for selling, other interest. CHARLEY A. KILDOO, R. D. 5, Butler, Pa. Phone: 24885.

black topped to reduce mud and dust; all container plants and bare-root plants are set in shingle tow and small plants and bedding plants are on raised benches for ease in watering, handling and showing to customers. The overhang on the redwood building will be enhanced by hanging baskets of tuberous-rooted begonias and fuchsias, which will serve both as decoration and as an effective display for sales purposes.

The Glenwood Nursery, Menlo Park, which earlier announced plans for closing, will remain open at least through the winter and early spring. Erection of a de luxe apartment on the nursery site has been delayed because of a change in construction plans.

A serious attempt has been made this year to unionize the state's farm labor, and considerable progress has been reported by spokesmen for the teamsters' union, which is promoting the activity. Newspaper accounts appear frequently stating that the florists' and nursery industries will be organized this winter. Several California landscape contractors and ornamental nurseries that do work on large state or city construction projects now have union contracts, and it is reported that these will be enforced more strictly from now on. Most employers who discuss unionization seem to feel that it might be of some benefit to the industry, if the union is well managed.

The Garden Clubs of San Francisco celebrated the start of the Hall of Flowers in Golden Gate park with ground-breaking ceremonies recently. The site will be in the Strybing Arboretum. The building will house the annual San Francisco flower show, which many years ago outgrew the space allotted to it in the rotunda of the City Hall. It will also be available for the many smaller shows held each year and will provide meeting rooms for the city's 25 garden clubs. A series of garden plots and flower-growing demonstration plots will be planted near the building.

Eugene Dotson, 36-year-old tree surgeon of Sunnyvale, was killed when he was struck by a Southern Pacific train near Coyote (Santa Clara county) on July 31. He was directing a tree-trimming operation along the utility lines on the railroad right of way from a south-bound track and, according to witnesses, unaccountably stepped into the path of a speeding northbound train. He was foreman with the Frank L. Nolan tree surgery firm, Palo Alto.

Dr. Curtis P. Clausen, chairman



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The *genuine*  
**REDHEAD CAN SHEAR**



"Saves" the most.  
"Lasts" the most.  
"Hurries" the most.  
Cuts the most cans,  
in the most nurs-  
eries, everywhere!  
By June, '59, al-  
most 30,000 Red-  
heads were cutting  
millions of cans off  
plants every month.

### DO YOU HAVE THIS LABORSaver?

It pays to cut *every* can before it leaves your nursery. Customers can't be trusted to knock out a plant without breaking top or root ball!  
Price: 1 or 2, each, \$7.00; 3 for \$18.75, plus postage. (Package weight, 1 unit, 5 lbs.)

### The *original* **HANDY-MAN GRIPZIT**



Grips one can or two. Holds on like a bulldog, yet lets go at once when you set plants down. Picks any canned plant out of a jam-packed block of cans. Saves hours when loading trucks, yard dollies or just relocating display plants.

### DO YOU HAVE THIS LABORSaver?

Price: 1 only, \$3.20; 2 to 5 units, each, \$2.90, plus postage. (Package weight, each 2/3 lb.)

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Both these tools have been copied—in appearance. We cannot accept these copies for repair under our guarantee. Insist on seeing this label



From Maine south through Virginia, west through Pennsylvania and West Virginia, write A. H. GUTBROD CO., Box 96, Irvington, N. J.  
From North and South Carolina, Georgia, Alabama and Florida, write COLUMBIA NURSERY SUPPLY CO., Box 5068, Columbia, S. C.  
From Illinois, Indiana, Ohio, Kentucky and Tennessee, write A. M. LEONARD & SON, Piqua, O.  
From Kansas, Missouri, Oklahoma, Arkansas, Louisiana, Mississippi and Texas, write VERHALEN NURSERY CO., 12140 Harry Hines Blvd., Dallas, Tex.

From Unnamed States Write to:

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709 Jones St. BERKELEY 10, CALIF.

of the department of biological control, agricultural experiment station, University of California, Riverside, recently retired and became professor of biological control emeritus. Dr. Clausen was one of the pioneers in the development of the biological control of insects in horticultural crops and will continue his research in this field.

Sedley Pillow, who for many years was employed by Sunset Garden & Supply, San Francisco, is now with the John Coulter Nursery, San Carlos, replacing Stanley O'Brien, resigned.

Feature exhibits at the annual San Francisco flower show in the rotunda of the City Hall employed scenes and motifs from the islands of the Pacific ocean in keeping with the theme of the show, Pacifica. While primarily an amateur event, it has in recent years gained considerable attention from the city's nurserymen and retail flower stores.

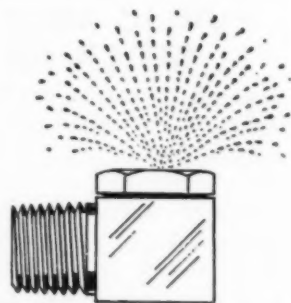
Mr. and Mrs. Ralph R. Lawson, of Los Altos Hills, recently announced the engagement of their daughter Pam to Charles Hunter Edwards. Mr. Edwards is the son of John Edwards, Palo Alto camellia specialist and owner-operator of the Edwards Nursery.

### OREGON NOTES

At a recent meeting of the Cascade chapter of the Oregon Association of Nurserymen, Mr. Ver-tree, Klamath county agent, talked about new insecticides, chemical soil sterilizers and herbicides. The meeting was held at Moore park, in Klamath Falls, Ore., and hosts to the group of 30 were Mr. and Mrs. Alan Baker, Baker's Landscape Nursery, Klamath Falls. The October meeting of the chapter will be held at the home of Mrs. Hallie Parker, Parker Nursery, Applegate.

As an Oregon Centennial activity, Hazel Dell Gardens, Canby, received delivery of a wagonload of pots from Oliver & Thompson Wholesale Florists. The Silver-D ranch wagon freight was drawn by four horses.

Ambrose Brownell, owner of the Brownell Holly Farms, Milwaukie, has been appointed to the council of the National Arboretum at Washington, D. C., by Secretary of Agriculture Ezra Benson. Mr. Brownell was selected for his position because of his experience as a breeder and grower of hollies, which are among the many plant species under study at the National Arboretum. He joins a 15-member council which represents nurserymen, garden clubs, educational institutions, city planners and oth-



Pictured above is the Monarch fig. 629 nozzle. It has 1/4-in. male pipe thread and throws 3.8 gallons per hour at 40 lbs. It is the core of the most efficient outdoor propagating system, as well as greenhouse humidification.

5 nozzles, postpaid ..... \$ 5.00  
12 nozzles, postpaid ..... 11.00  
100 nozzles, postpaid ..... 80.00  
Tork 24-hour on/off clock ..... 10.95  
Tork cycling clock, 1-minute or 30-second adjustment ..... 23.95  
Solenoid valve, 110v 3/8-in. .... 23.00

Also strainers, larger valves and other types of nozzles. Booklet upon request, showing many uses for fog.

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- 4" x 1/4", spring green in color, lightweight for convenience.
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- Not affected by water, fertilizer or soil-chemical action.
- Will not curl, rot, rust or mildew.
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#### PRICES

Quantity	Per 1,000 markers
1,000	\$3.90
5,000	3.60
10,000	3.30
20,000	3.00
50,000	2.75
100,000 or more	2.50

Shipping weight per 1,000 Thriftee Markers: 2 lbs. Quantity prices shown are F.O.B., Milford, Michigan. Shipping charges prepaid if check accompanies order.

SAMPLE ORDER (125 markers) ..... \$1.00 Postpaid

**LIFETIME MARKERS**  
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Burlap treated with BURLAST (dry powder mixed with water) resists rot and decay up to six months! Write for details.

**HILL'S NURSERY**

Burlast Division  
Box 43, Victoria, Tex.

ers interested in the work of the arboretum. Meetings are held twice yearly to make recommendations to the secretary of agriculture for the cultivation and study of plants from a wide range of habitats.

A 2-page spread in the Sunday Oregonian Home and Garden magazine of August 23 dealing with landscaping was written by W. K. Huntington, Portland landscape architect.

Mrs. Robert Snodgrass, Esch Nursery and Seven Dees Nursery, is reported to be doing well after serious surgery performed recently, the second time within the past few months.

The convention committee of the Oregon Association of Nurserymen met at the Portland Wholesale Nursery Co., Portland, the evening of September 9 to further the plans for the event January 28 and 29 at Eugene.

At the Oregon state fair, Junay's Garden Center, Portland, won the design sweepstakes award with the theme of "Water, Flowers and Night Lighting." Dennis McCarty, of Junay's, designed the display, which was finished only shortly before the judges arrived.

The Willamette chapter of the O. A. N. showed an attractive entrance planting at the state fair, designed by W. Kay Huntington, Huntington & Roth, landscape architects of Portland, and installed by Verl Holden, Percy Nursery Co.; Arthur Plant, A. Plant Greenhouse; Royal Boltman, Boltman's Nursery & Garden Center, and Wayne Weeks, Weeks Berry Nursery, all of Salem.

Gordon Wiltshire, rose grower of Portland, staged an outdoor patio at the state fair, using miniature roses and wrought-iron furniture, to win a blue ribbon. C. H. P.

## MANAGEMENT CONFERENCE

[Continued from page 13]

(a) Planning, (b) coordinating, (c) controlling.

3. The accounting system—(a) Organization and structure, (b) methods and procedures.

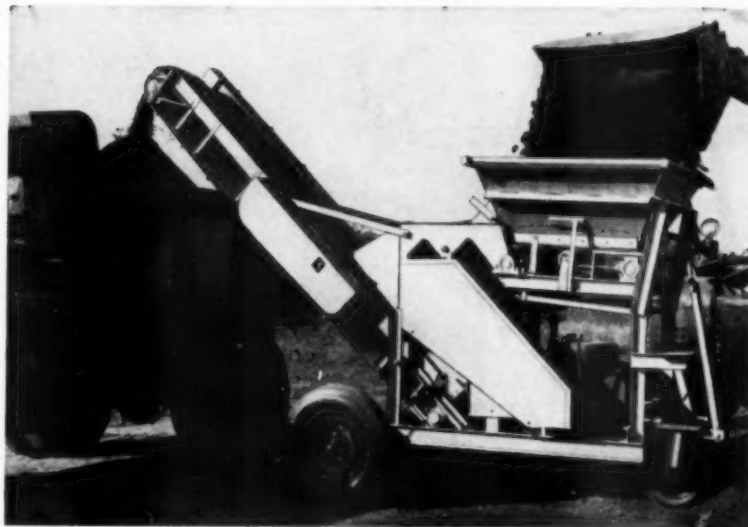
4. Internal control—(a) Purpose, (b) essential features.

5. Basic accounting records—(a) Journals, (b) ledgers, (c) supporting documents.

6. Basic accounting concepts—(a) Entity concept, (b) cost concept, (c) verifiable objective evidence concept.

7. Generally accepted accounting principles—(a) Nature and meaning, (b) principles of inventory evaluation, (c) principles of depreciation.

8. Services of certified public ac-



## New Lindig Soil Shredders Process 25-40 Cu. Yds. Hourly

Here's increased soil shredding production for nurserymen and landscapers. LINDIG introduces the Models L-25 and L-40 Soil Shredders to meet large capacity requirements for operations with front-end bucket loaders.

These new machines with conveyor load materials directly to trucks or stockpiles. Engineered for long, hard service, they feature:

- Patented Lindig Dual Shredder Assembly with tough steel Hammers; Special design allows large, foreign objects to by-pass rotors without damage.
- Large Hoppers to maintain continuous feed where desirable.
- 6.70 x 15 Pneumatic Tires.

• Optional Gas or Electric Power; operating rotor speed is 1,100 RPM.

• Tow bar hitch is mounted on castored pneumatic tire wheel for easy maneuvering or towing.

You'll find the new Model L-25 or L-40 the answer to all soil shredding, blending and aerating needs. Wet or dry, all types of materials are thoroughly and uniformly processed. Write for complete details and specifications for the L-25 and L-40 units.

Other LINDIG Soil Shredders range from 3 cu. yd. to 100 cu. yd. hourly production rates. The Lindig Line is sold and serviced through a nationwide dealer organization.



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Power equipped—choice of electric or gasoline (\$96 less power) for Model A (above). Larger Model 2-G (top illustration) is \$189.50 with 3-hp Briggs & Stratton engine. Prices f.o.b. Wichita. Larger model available.

## THE W-W WILL DO IT!

Buy a Shredder-Grinder that can handle ALL your grinding and shredding jobs. The W-W has interchangeable grinding screen and shredding roller bars to let you process all types of material the way you want it—the way it should be. Shreds organic matter for compost or mulch. Grinds leaves, finishes compost to desired texture, or mixes compost, fertilizer and soil. Makes bench or potting soil... processes peat moss, osmunda, hard manure... even handles phosphate rock and small bones. Balanced for easy portability. Convenient time payment plan. Write for literature.

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countants—(a) Designing of accounting systems, (b) auditing, (c) preparation of tax returns, (d) management counsel.

### Financial Statements

At 10:15 Monday morning, the next part of the accounting presentation was taken up, this being "Financial Statements, Their Analysis and Interpretation," under the following outline:

1. Classified statements—(a) Income statement, (b) balance sheet.
2. Limitations of financial statements—(a) Inherent accounting limitations, (b) general vs. special purpose uses.
3. Tools of analysis—(a) Comparative statements, (b) ratios.
4. Ratio analysis—(a) Balance sheet ratios, (b) income statement ratios.
5. Limitations of ratio analysis.

Tuesday, September 1, the useful discussion of accounting was concluded with remarks on "Managerial Uses of Accounting Data." The outline of the talks, which started at 8:30 a. m., follows:

1. Internal reports to management—(a) Types, (b) frequency.
2. Budgeting—(a) Function and purposes, (b) essentials of successful budgeting, (c) length of budget period, (d) flexible budgets.
3. Types of budgets—(a) Master budgets (income, balance sheet, cash), (b) supporting budgets (sales, expense, capital expenditures).
4. Inventory control—(a) Minimum and maximum quantities, (b) inventory records, (c) turnover.
5. Labor control—(a) Time tickets, (b) idle time, (c) costing of jobs.

### Problems of Finance

A second major topic of the conference was finance, the first aspect of this, "Problems of Nursery Finance," being discussed Tuesday morning, September 1, starting at 10:15 o'clock, following this outline:

1. Notion of cash flow—(a) Need for permanent funds, geared to total asset size, (b) differential rate of flow for current and fixed assets.
2. Special problems of nursery industry—(a) Season swings, (b) in-process inventory (ignored on B/S; recognized on B/S).
3. Possible sources of funds—(a) Permanent (personal or family; mortgage), (b) short term (banks), (c) intermediate (banks and insurance companies), other—S. B. A.

### Second Session on Finance

The second session of the finance presentation was held Wednesday, September 2, starting at 8:30 a. m. and presenting the topic of "Cash



# MENNE PEAT POTS

1 1/4" Square	2 1/4" Round
2,500 to 17,500 \$ 7.00 M	2,000 to 18,000 \$ 7.25 M
20,000 to 72,500 6.50 M	20,000 to 74,000 6.75 M
75,000 and up 6.00 M	76,000 and up 6.25 M
2,500 per case — 30 lb.	2,000 per case — 32 lb.
2 1/2" Square	3" Round
2,000 to 18,000 \$11.00 M	1,000 to 9,000 \$13.25 M
20,000 to 74,000 10.25 M	10,000 to 49,000 12.25 M
76,000 and up 9.50 M	50,000 and up 11.00 M
2,000 per case — 36 lb.	1,000 per case — 28 lb.
3" Square	4" Round
1,000 to 9,000 \$18.25 M	500 to 2,000 \$29.25 M
20,000 to 49,000 17.00 M	2,500 to 9,500 26.75 M
50,000 and up 15.75 M	10,000 and up 25.25 M
1,000 per case — 30 lb.	500 per case — 30 lb.
Freight Allowed On 150 Lbs. Or More Prompt shipment guaranteed on all orders.	4" Azalea
	500 to 2,000 \$28.75 M
	2,500 to 9,500 26.75 M
	10,000 and up 24.75 M
	500 per case — 28 lb.

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Once you use a MENNE PEAT POT you'll never buy anything else. These top-quality domestic made peat pots save you labor of transplanting to field or bench. No labor and time wasted in storing pots. **MENNE PEAT POTS** also eliminate transplant shock and promote faster, stronger growth. You're sure to get top prices and more satisfied customers. For bigger profits next season, order your **MENNE PEAT POTS** today!

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## SAVE POTTING COSTS

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Menne Peat Pots. I enclose \$1.50 **AN 10-1**

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Budgets" under the following outline:

1. Cash budgets—(a) Simple explanation, (b) uses (internal; for borrowing).
2. Preparation of cash budget.
3. Ratio analysis—(a) Explanation of technique, (b) standards to be used, (c) useful ratios and their meaning (current; current to fixed assets; assets to sales (current; fixed); operating costs to sales; others).

#### Personnel Management

Two sessions were devoted to consideration of "Personnel Management." The first presentation of this subject was at 10:15 Wednesday morning, September 2, and the second the next day, at 8:30 a. m. The following outline suggests the field covered at the opening meeting:

1. People are a problem? (a) The nature of people's problems, (b) complexity of human nature, (c) how we got the way we are, (d) what people do about their problems, (e) what others do about these problems.

2. Personnel management—(a) What is personnel administration? (b) how and why it got started, (c) what it can accomplish.

At the second session devoted to

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### 3001

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### MAINTAINS:

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@ \$.40 each

Please ship \_\_\_\_\_ quarts (12 per case)  
@ \$.60 each

Please ship \_\_\_\_\_ gallons (4 per case)  
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(All prices f.o.b. Boston)

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prevent decay



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- stimulates growth of new bark
- excludes moisture — prevents evaporation of sap
- can be used in any season
- easily applied with paint brush

A quality product from Cabot Laboratories  
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*Samuel Cabot*

this management topic, the talks followed this expanded outline:

1. Making personnel administration work for you—(a) What do you want to accomplish? (b) getting worker acceptance, (c) changing conditions, changing actions.

2. So you are the manager—(a) Getting out the work, (b) what makes jobs different, (c) delegating, (d) disciplining, (e) strawbosses.

3. Summary and conclusions.

### Marketing

Both the general subject of marketing and the marketing of nursery products were broadly discussed at the conference, three sessions being devoted to the topics. Following is the outline of talks at the first meeting, Thursday, September 3, starting at 10:15 a. m.:

1. The framework and significance of marketing.

2. Marketing objectives — (a) Profits, (b) sales, (c) growth, (d) others.

3. Components of a sound marketing plan—(a) Market identification and measurement, (b) knowledge of factors motivating customers and users, (c) appropriate and adequate distribution channels and methods, (d) well-defined merchandising policies (product and brand; price and credit; service), (e) an integrated promotional program, (f) a meaningful system of marketing controls.

4. Facts vs. guesswork—the need for research.

5. Trends in marketing—(a) General trends influencing all marketing, (b) trends of special significance to nursery marketing.

6. What is ahead in marketing—(a) Future marketing opportunities in the nursery field, (b) tomorrow's marketing problems.

### Sales Promotion

"Advertising and Sales Promotion" formed the theme of the second meeting in the marketing portion of the conference, the outline for this session, held at 8:30 a. m. Friday, September 4, following:

1. Stimulation of market demand—(a) Importance to the industry, (b) from the standpoint of the individual business.

2. Sizing up problem areas in advertising and sales promotion—(a) Appraising the promotional opportunity, (b) recognizing nature of factors motivating the market (emotional and rational motives; apparent vs. real buying motives; product and brand motives; patronage motives; research in consumer motivation and behavior), (c) determining the amount of the budget, (d) selecting and scheduling advertising me-

# FAFARD

peat  
moss  
and

peat  
humus



Priced attractively to put you in an excellent competitive position. Pure sphagnum peat moss, 98% organic. Packages protected by polyethylene liner or coating. Wide choice of sizes. Peat moss, 1-peck to 7-cu. ft. bales, Peat humus, 2 1/2-lb. to 100-lb. bags.

**CONRAD FAFARD, INC.**  
P. O. Box 774 Locust 7-3316  
Springfield, Mass.

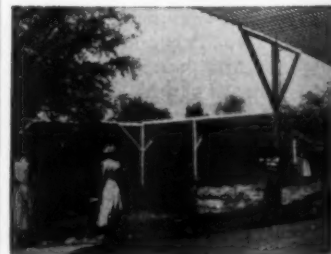
## ALUMALATH

shade for every purpose.

**ALL-ALUMINUM  
SCIENTIFICALLY DESIGNED FOR:**

- Low cost
- Long life
- Severe weather
- Ease of erection
- Perfect ventilation
- Uniform sun control
- Beautiful appearance
- Minimum light loss

Any Amount of Shade Can Be  
Obtained with Alumalath



Shading is our business. We have helped thousands. Can we help you?

Write for details.

Manufacturer

## ALUMALATH

Box A555

Sunset Beach, Calif.

dia, (e) measuring advertising effectiveness.

3. Some observations on the use of direct-mail advertising in the nursery field.

To conclude the survey of marketing problems and methods, the program of the third meeting, at 10:15 Friday morning, September 4, was devoted to "Personal Selling and Public Relations," organized as follows:

1. Personal selling—(a) The acid test of the entire marketing program: Did it result in a sale? (the function of advertising is to create interest and store traffic; the functions of personal selling are to make a sale and to develop a satisfied customer).

2. Developing an effective sales organization—(a) Characteristics of a good salesman, (b) the nursery specialist vs. the salesman, (c) training the salesman.

3. Public relations—(a) The firm, (b) the industry.

The following are some of the conference evaluation comments made by participating nurserymen:

"This conference represents the greatest chance our industry has for improving its own management and industry status. Never before have we had such a well-planned program of nursery management, even at other universities. We must sell this program to our industry to progress."

"It has been a wonderful week in which the staff has revitalized me. The greatest value of this course has been the awakening of our minds to new ideas."

"I feel that the personnel that taught during this conference was topnotch—best that I have ever attended."

"I think this is one of the finest projects the A. A. N. has ever originated."

"Subjects were well presented so that everyone could understand them."

"Taken as a whole, this program has been extremely valuable and has enlarged my frame of reference to a marked degree."

"My trip to Sagamore has been an invaluable experience and one I will cherish forever. I found the educational program to be excellent and recreational facilities the same. I'm looking forward to another session of this type."

#### In Attendance

The following nurserymen attended the Sagamore Center management conference:

Barnes, Harold A., Barnes Roses, Inc., Huron, O.

[Continued on next page]

### Garden Centers and Nurseries Increase Store Traffic with . . .

## SALES BOOSTER SIGNS

the EASY-TO-CHANGE panel signs that  
"Tell What You Sell,  
When You Sell It"

When you keep your roadside advertising up to date—offering current items and advertising specials—you are bound to increase store traffic and stimulate impulse sales. When you tell your sales story all year long with just one sign—a Sales Booster Sign—you'll be doing as hundreds of profit-wise operators do. They use Sales Booster Signs because they are more economical, more attractive and are easier to change.



- Sales Booster Signs are now available in 3 distinctive styles—one is sure to fit your layout and reflect the good taste of its owner

For Helpful Tips on  
How These Proven  
Sales Boosters Can  
Enhance Your Lot,  
Mail This Coupon  
TODAY!

#### GROWERS SIGN SERVICE

Dept. AN-1, Tallmadge, Ohio

Gentlemen: Please send, without obligation, illustrated folder and price list for SALES BOOSTER SIGNS.

Name .....

Street .....

City..... Zone..... State.....

### ONE Application of Ringwood RABBIT REPELLENT PROTECTS TREES AND SHRUBS FROM RABBITS — ALL WINTER!

ONLY RABBIT REPELLENT IN SPRAY-ON AEROSOL CAN! So effective just one application completely protects deciduous trees and shrubs during the entire dormant period when they're most subject to rabbit attack—CONTINUES protecting them through spring and summer. Rain and snow CAN'T wash it off. Developed and PROVED BEST by U. S. fish and wildlife service. **Unconditionally guaranteed!**

5-oz. aerosol can, \$1.25; 12-oz. aerosol can, \$2.50. Also sold in pints, quarts and gallons for nurseries, etc.

STANDARD DISCOUNTS—For full information and FREE SAMPLE write:

#### MEDICAL SERVICE CORP.

130 N. Campbell Ave.

Chicago 12, Ill.





## save time, money, and inconvenience get all your NURSERY LABELS from

the largest and most complete line

of NURSERY LABELS in the WORLD

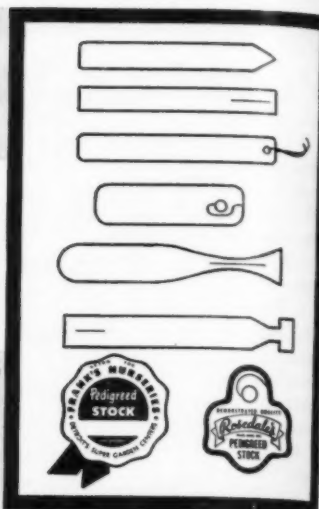
VINYLLITE • WOOD • PAPER • ALUMINUM  
PLAIN • PRINTED • SPECIAL TYPES & DESIGNS

CARSCALLEN

*Nursery Label Company*

☆ write for sample  
and prices

65 W. UNION STREET • PASADENA, CALIF. • SYcamore 3-9464



Bedger, Richard C., Musser Forests, Inc., Indiana, Pa.

Black, Macon H., Black & Godwin Nursery, Inc., Orange, Tex.

Brower, Rodney Gaar, Gaar Nurseries, Cambridge City, Ind.

Brush, F. Raymond, American Association of Nurserymen, Washington, D. C.

Cafferty, Lloyd, Ames Nursery, Ames, Ia.

Cascio, Joseph A., The Peter Cascio Nursery, West Hartford, Conn.

Dering, Patrick M., Peterson & Dering, Scappoose, Ore.

Dugan, David R., Dugan Nurseries, Inc., Perry, O.

Felthousen, Kenneth E., Felthousen's Sunnyside Nursery, Schenectady, N. Y.

Ferris, Earl, Earl Ferris Nursery, Hampton, Ia.

Fitzsimmons, Arthur, Arthur Fitzsimmons Nurseries, Hamilton, Ont., Canada.

Gatewood, L. C., Leavenworth Nurseries, Leavenworth, Kan.

Grootendorst, Frederic J., A. M. Grootendorst, Benton Harbor, Mich.

Harakal, John J., Rosedale Nurseries, Inc., Hawthorne, N. Y.

Hayes, James, R. D. Miller Nursery, Lansing, Mich.

Heppenheimer, Harry, Young's Landscape Nurseries, Inc., South Bend, Ind.

Hess, C. W. M., Jr., Hess' Nurseries, Wayne, N. J.

Hitchcock, Dwight E., Light's Tree Co., Richland, Mich.

Johnson, Hiram J., The Conard-Pyle Co., West Grove, Pa.

Klehm, Carl G., Charles Klehm & Son Nursery, Arlington Heights, Ill.

Klehm, Carl H., Charles Klehm & Son Nursery, Arlington Heights, Ill.

Kyle, Howard, Spring Hill Nurseries Co., Tipp City, O.

Lancaster, Arthur J., Jr., Coleman Nursery, Inc., Portsmouth, Va.

Marshall, Lloyd E., Marshall Nurseries, Arlington, Neb.

McCabe, Markie, Monrovia Nursery Co., Azusa, Calif.

McConnell, Donald S., McConnell Nursery Co., Ltd., Port Burwell, Ont., Canada.

McDonald, Thomas W., McDonald Garden Center, Saginaw, Mich.

Musser, Fred, Jr., Musser Forests, Inc., Indiana, Pa.

Peck, Howard, Boulevard Gardens, Columbus, O.

Pielke, Mrs. Bernhardt (Clara), Bernhardt E. Pielke Landscaping Co., Baltimore, Md.

[Concluded on next page]

## HAND TRUCKS

Especially built for handling  
B&B nursery material. Are  
built in three sizes, with  
capacity up to 1500 lbs.

Illustrated is our small  
model truck. One man  
can easily handle 600-lb.  
ball.

Write for folder giving  
details and prices.



## THE GARDEN SHOP, Inc.

Phone Niagara 2-4838 (Kansas City, Mo.)

6315 West 75th St.

Overland Park, Kansas

## NAMSCO PEATS =

FINELY GRANULATED  
HIGHLY ABSORBENT  
TOP-QUALITY  
CANADIAN AND  
EUROPEAN

## PEAT MOSS



## SALES REPEATS

Prompt Shipments  
'Hollandia' Burlap  
SQUARES  
REED MATS  
for Coldframes

Write for Prices  
State Requirements  
NEW AMSTERDAM IMPORT CO.  
120 Grand St., White Plains, N. Y.

## PRICE LISTS

Send copy of present price list and get quotation. No obligation.

## COURIER NURSERY PRINTERS

Phone: TWInbrook 3-5113

Associate Member A. A. N. — We Specialize in Nursery Price Lists

• MONEY-SAVING PRICES  
• True-to-name Paper Stock  
• Fast, Dependable Service

Murfreesboro, Tenn.

Another  
Prominent  
Nurseryman  
Reports  
On

## NO-ROT BURLAP

For further information and immediate attention, please use collect or mail coupon today.



**new yorker bag & burlap co.**

651 MARSHALL STREET, ELIZABETH, N. J.  
ELIZABETH 4-3115

### The Rhode Island Nurseries

V. J. VANICEK, President  
V. J. VANICEK, JR., Vice President  
J. C. BROWNELL, Secretary  
NEWPORT, RHODE ISLAND

TELEPHONE  
VIRING 8-0721

November 26, 1958.

New Yorker Bag & Burlap Company  
651 Marshall Street  
Elizabeth  
N. J.

Gentlemen:

We have been using your NO-ROT-burlap for some little time now and thought you might be interested in our opinion of this burlap.

We are, of course, only Wholesale but we find that our customers are asking for this type of burlap more and more, especially in the Fall of the year. It means that they can plant material in the Fall and not have to reburlap in the Spring. It certainly does represent a substantial saving.

We also use NO-ROT on plants we dig for our Wholesale Stand. We find that they last a great deal longer than regular burlap and require no reburlapping.

All in all we are very much satisfied with this burlap.

Very truly yours

The Rhode Island Nurseries Inc.

By

*V. J. Vanicek*  
President.

New Yorker Bag & Burlap Co.  
651 Marshall St., Elizabeth, N. J.

Send sample and price list on No-Rot.

Mr. \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_

Users  
know  
how  
good  
it is!

## SNOW FENCE is IDEAL for

**WINDBREAKS  
SHADING  
ENCLOSURES  
LATH HOUSES**

PROMPT  
SHIPMENTS

**Special Shade Fence** — 58 to 60 per cent Shade  
**Standard Snow Fence** — 43 to 46 per cent Shade

Write for  
specifications  
and prices

**PHILIP HARTIGAN, Road Equipment and Supplies**

P. O. Box 283

**HONESDALE, PA.**

Pinney, Thomas S., Jr., Evergreen Nursery Co., Sturgeon Bay, Wis.  
Platt, A. Dean, Platt's Nursery, Waterloo, Ia.

Porterfield, Curtis H., American Association of Nurserymen, Washington 5, D. C.

Primrose, Frank III, Loudon Nurseries, Pikesville, Md.

Rose, George E., Henry Field Seed & Nursery Co., Shenandoah, Ia.

Shaw, Paul E., Greening Nursery Co., Detroit, Mich.

Sjulin, R. Paul, Inter-State Nurseries, Hamburg, Ia.

Smith, Wayne P., Littlefield & Wyman Nurseries, Inc., Abington, Mass.

Strickfaden, Joe L., Strickfaden Nursery, Sandusky, O.

Styer, John F., Jr., Styer's Nurseries, Concordville, Pa.

Teas, Edward J., Teas Nursery Co., Inc., Bellaire, Tex.

Vogt, Kenneth J., Vogt & Co., Dayton, O.

Wallitch, Herman R., Herman R. Wallitch Nurseries, Louisville, Ky.

Webster, Arnold H., Kuehn's Nursery, Cedar Falls, Ia.

Weller, John A., Weller Nurseries Co., Inc., Holland, Mich.

Wilson, Eugene, Holsinger Nursery Co., Kansas City, Kan.

Wyant, Melvin E., Jr., Melvin E. Wyant, Rose Specialist, Inc., Mentor, O.

Yerkes, Thomas M., Conard-Pyle Co., West Grove, Pa.

Young, James W., Young's Landscape Nursery, Inc., South Bend, Ind.

Zimmerman, E. L., Jr., Lavalette Landscape Nursery, Huntington, W. Va.

GRAND district award for retail salesmanship was given to Russel K. Hart, operator of Hart's Garden Center, 732 Colorado avenue, Santa Monica, Calif., by O. M. Scott & Sons Co., Marysville, O.

ALFRED T. NIELSEN, Nielsen Nursery, Council Bluffs, Ia., announces that his son, James A. Nielsen, has joined the firm and will assist customers in the capacity of landscape architect.

**Dutch and Domestic**

## BURLAP

**PLAIN and TREATED**

Established 1925

**IMPORTERS—MANUFACTURERS**

**Distributors of Bird Pots,  
Menne-Pots and Lerio Nursericans**

**J. SHORE & CO.  
Chelsea, Mass.**

RECREATED in the horticultural building at the New York state fair, Syracuse, was the prize-winning display exhibited earlier this year by the New York division of plant industry at the International flower show, New York city. The division also landscaped the center area of the Industrial building at the fair.



Enhance Beauty . . .

Build Profits . . .

with New

## MORRISON Curb and Lawn Edging!

Strong, pliable hot-rolled steel curbing prevents scattering of gravel, break-up and erosion of solid paving materials, encroachment of grass on other planted areas.

• Heavily coated with special green paint • lasts indefinitely • can't warp, splinter, rot • unaffected by frost • nonporous • impenetrable by roots.

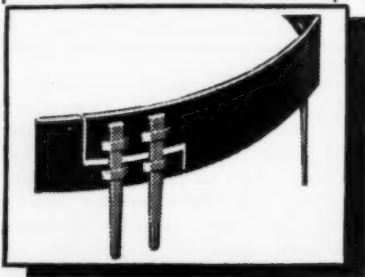
Write for

complete information

### MORRISON STEEL CO.

475 Jersey Avenue  
New Brunswick, N. J.

Installation is simple . . . sections  
are just positioned and joined!



## OBITUARY

### Herbert Huettig

Herbert Huettig, 55, president of Huettig & Schromm, one of California's largest landscape contractor organizations, died in his home on August 18. Mr. Huettig, a native of Germany, came to the San Francisco peninsula in 1929 and founded the company in 1944. He was a member of the California Association of Landscape Architects, the California Association of Landscape Contractors and the California Horticultural Society.

He was a resident of Westridge when he died. He also belonged to the mounted patrol of San Mateo county and was president of the San Mateo County Horsemen's Association. Survivors include his widow, Elfriede; a married daughter, and a sister, who lives in Germany.

### William T. Cruzan

William T. Cruzan, Cruzan Bros. Nursery, Jacksonville, Ill., died August 20 at the age of 59. Mr. Cruzan had been in poor health for the past two years and entered the local hospital shortly before his death.

A lifelong member of the landscape nursery trade at Jacksonville, Mr. Cruzan operated the nursery together with his brother Ralph, who died two years ago. He is survived by his widow, Sinia Cruzan, a daughter, Mrs. Esther Miller, a granddaughter, three brothers and four sisters.

### ADAMS NURSERY EXPANDS

Two of the best known nursery organizations in western New England were combined recently when Adams Nursery, Inc., Westfield, Mass., purchased the Brainard Seed Co., Thompsonville, Conn. The Adams Nursery intends to add a full line of nursery stock to the quality seeds now offered by the Thompsonville firm and will establish growing fields in Connecticut for that purpose. The Brainard firm, which will remain at its present location, will hereafter be known as the Adams-Brainard Nursery & Seed Mart.

Chester Brainard, who was sole owner of the seed company, plans to retire, and a new corporation, Adams-Brainard, Inc., will direct the Connecticut operations. Three officials of the Adams Nursery—Floyd A. Oatman, treasurer; Robert A. Porter, clerk, and Charles A.

**GIVE  
DRY WEATHER  
THE BIRD...**



**RAIN BIRD,  
of course!**

There are handsome dividends to be earned in providing your own weather for crops and pasture... there's no better way to do this than with Rain Bird Sprinklers. Get water where you want it, when you want it!

Single installations have more than doubled—even tripled—yields and insured stability of crop income. See your dealer.

Write for free information.



### PATENTED WATER BUBBLER

- Make sure the plants you sell survive.
- List our nationally advertised water bubbler in your catalog.



- Waters deep and fast without washing.
- Prices cut 12 to 19 per cent.
- Write for very special proposition.

**1-Turfgrass Farm**  
4961 E. 22nd ST. • TUCSON, ARIZ.

**ADAIR'S MONEY-MAKERS**  
Tree Diggers—Root Pruners  
Special Cutter Blades  
**CHARLES ADAIR CO.**  
1225 Cottage Grove Ave.  
CHICAGO HEIGHTS, ILL.



Godin, vice-president—will serve as president, treasurer and clerk, respectively, of the new corporation. Appointment of Donald Phillips, Westfield, as resident manager of the Adams-Brainard firm was also announced by Mr. Oatman.

Founded in 1849 at Portland, Me., by John W. Adams, the Adams Nursery was moved to a 7-acre location at Springfield, Mass., in 1867. Mr. Adams' two sons, Walter and Charles, joined the firm in 1896. Walter Adams became president in 1911 and still directs the nursery business in that capacity. Charles Adams served as treasurer until his death in 1945.

By 1912, the nursery had outgrown its Springfield location and acquired a 40-acre farm at Westfield, to which all operations were moved 10 years later. The firm has since expanded further and today has more than 175 acres under cultivation as well as a retail nursery mart. It has become known as one of New England's largest wholesalers of nursery stock.

## TWO NEW BLUEBERRIES

Two new varieties of rabbiteye blueberries have been developed for the coastal plain from the Carolinas to Louisiana. These varieties resulted from cooperative research by the North Carolina agricultural experiment station and the United States Department of Agriculture and have been tested since selection in 1944.

The Garden Blue variety produces high yields of medium-size fruit, averaging 130 to 135 berries per half-pint cup. The berries have good flavor, are round, firm and blue, with a small dry scar. The plant is vigorous, upright and spreading, the fruit being well distributed on long fruiting shoots, making picking easy. In eastern North Carolina, the fruit ripens from mid-June to mid-July.

Menditoo, a variety for gardens and local markets, is notable for high flavor and large berries—95 to 100 to a half pint. The berries are round, medium firm, dark blue, free of grit cells and have small dry scars. They begin to ripen about a week later than Garden Blue and continue for six to eight weeks. The plants have medium vigor, spreading habit and loose, medium-size fruit clusters.

A list of nurseries that have plants of the new varieties for sale can be obtained from F. E. Correll, department of horticulture, North Carolina agricultural experiment station, Raleigh.



**Pratt**  
has the  
line —  
for good  
spraying  
and  
selling!



### SCALECIDE

The superior dormant spray — and a best seller for 54 years! Gives customers the safest and most effective way to kill scale, aphids, red mite and other overwintering insects. One quart makes up to 12 gallons of spray.

	Retail	Packed	Dealer
1-pt.	\$0.95	12 to case	\$ 6.94
1-qt.	1.39	12 to case	10.00
1-gal.	3.25	6 to case	11.70



### PRATT'S 72% CHLORDANE

This versatile insecticide concentrate gives customers an easy do-it-yourself method of termite control, pre-emergence crab grass control and grub-proofing. Many uses for household and garden pests, especially ants. Contains 8 lbs. Chlordane per gallon.

	Retail	Packed	Dealer
4-oz.	\$1.25	12 to case	\$ 9.00
1/2-pt.	2.00	12 to case	14.40
1-pt.	3.59	6 to case	12.92
1-qt.	5.65	6 to case	20.34



### PARA-SCALECIDE

A safe, one-shot, labor saving material for controlling borers in fruit trees, shade trees and ornamentals. Para-Scalecide does a thorough job with one application. Used mainly in fall, but also effective in spring.

	Retail	Packed	Dealer
8-oz.	\$0.85	12 to case	\$ 6.12
1-qt.	1.69	12 to case	12.17
1-gal.	3.98	6 to case	14.33



### PRATT'S SPRAY FOR EVERGREENS

This new spray controls all common insects affecting evergreens, shade trees and ornamentals. Kills Aphids, Bagworm, Japanese Beetle, Juniper Webworm, Leaf Hoppers, Leaf Miners, Red Spiders, Mites and many others. Contains Lindane, Malathion and DDT. Dilutes 1 to 200.

	Retail	Packed	Dealer
8-oz.	\$1.50	12 to case	\$10.00
1-pt.	2.50	6 to case	9.00
1-qt.	4.50	6 to case	16.20

Freight allowed on 6 or more cases

Prices slightly higher west of Mississippi River.

Write for prices on the complete Pratt Line

B. G. PRATT CO., 189 TWENTY-FIRST AVE., PATERSON, N. J.

## WATCO MISTING SYSTEMS

Used by the leading growers of the country



1/4-in. 4W Wide-Angle MISTING NOZZLE  
\$2.95 each

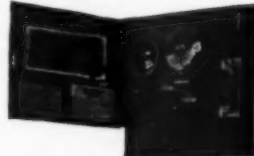
**INSURE HEALTHY  
ROOTED CUTTINGS —  
FASTER  
AT LOWEST COSTS**

**INTERMITTENT SYSTEMS  
FOR ALL CROPS**

**WATCO**

**NOZZLES — TIMERS — SOLENOIDS — STRAINERS — ACCESSORIES**  
• LAYOUTS SUPPLIED FREE — SEND FOR BULLETIN No. 30

**AL SAFFER, Horticultural Supplies** 130 W. 28th St. New York 1, N. Y.  
ORegon 5-2248



Complete Clock Timer and full 1/2-inch solenoid  
wired, ready to hang up.

**\$65.00**

# How To Increase Fall Bulb Sales

Garden centers are receiving a steadily increasing share of the \$35,-000,000 retail sales of Dutch bulbs in the United States. Since sales of bulbs are rising steadily each year, operators can add to their volume by using the right methods.

Bulbs appeal to both the impulse buyer and the home garden planner. Their appeal is a fundamental one—springtime and beauty.

One can expand bulb volume by newspaper advertising, direct-mail advertising, window and in-store display and personalized selling.

In all cases the main factor in success is to plan ahead. Plan to start customer traffic immediately with advertisements announcing that Dutch bulbs have arrived at your store. The dealer aids furnished by the Associated Dutch Bulb Growers of Holland, 29 Broadway, New York, offer free, designed-to-sell promotional ideas. They include a complete booklet of eye-catcher advertising mats, in the most useful sizes and shapes, including mats of bulb flowers. The mats can be dropped into regular advertisements, and the local newspaper advertising representative can show one how to make the most of them. For postcards, handbills and program advertisements, they also will meet needs.

In addition to stuffers accompanying bills, one can use lists of local garden club members and garden enthusiast homeowners, to remind the residents of an area that autumn is planting time.

One can have "living color" folders for mailing use and for counter giveaways, prepared by experts, if one takes advantage of the literature offered by the Dutch bulb growers. There is space for firm imprint, with a wide selection of booklets for all needs.

## Point-of-Sale Ads

The basic starters for window and in-store displays are the point-of-sale material of the Dutch bulb growers. This year's tulip poster reminding customers to "Plant Dutch Bulbs This Fall" is an eye stopper in reds. Actual size is approximately 2x3 feet. This poster and the full-color streamers can be used as backdrops for show windows and on walls behind or near the bulb display area. Streamers can also be utilized to advantage on columns and as frames for the window.

Acetate streamers with bright Dutch girls have adhesive that makes

them useful for showcase windows, mirrors or any white surface. And there are full-color prints of varieties for use on bins or display containers.

## Full Bins Sell

One tip for users of bins: Replenish the stock constantly so that they are three-quarters to half full at all times. If one bin is full and another is quite low, the average purchaser will suspect that the variety in the full bin is not so good as the others. Remember, everyone wants what everyone else is buying. So restock bins regularly to avoid variety leftovers.

An instructional window that was responsible for increased sales subtly suggested that bulbs planted in masses give better effects than bulbs planted stiffly in single file. The window poster read, "Our Bulbs Are Sociable Bulbs." Demonstrated was the correct method of group planting, tagged with a neat placard reading "happy bulbs," while the incorrect method of planting, in a dull string, was tagged "lonely bulbs." Two giant fabricated tulips bloomed

on either side of a poster blowup showing recommended depths for bulb planting, plus prices.

## All-Season Plantings

In general, it was found that the most successful displays were those emphasizing the planting of different varieties of bulbs for three full months of blooms, from the first thaw through May. One dealer used an automatic slide projector, concealed in the window, to project on a screen the pictures of the varieties of bulb flowers as well as home garden settings. How-to-plant charts were an important display aid.

"Package" pricing is also a sales builder. Signs totaling the many different items available in each of several different "package" sums work out successfully, especially if combined with displays of each price feature.

One enterprising dealer used a chart of planting depths in his show window but, in addition, laid out the bulbs on beds with the planting distances and depths for each variety clearly indicated by marker signs.

Whether one provides a sit-down



**FERTOSAN**  
COMPOST ACCELERATOR  
**URNS GARDEN  
RUBBISH INTO  
RICH MANURE  
IN  
5 to 6 WEEKS**

Get Fertosan from  
your local seedsman  
or hardware.

Fertosan is packaged in sizes to treat  
1, 4, 20, 100 and 1000 tons at a time.

MYCO COMPOST ACCELERATOR: This is similar to the Regular Compost Accelerator; it is made up and used in the same way, but is six times stronger.

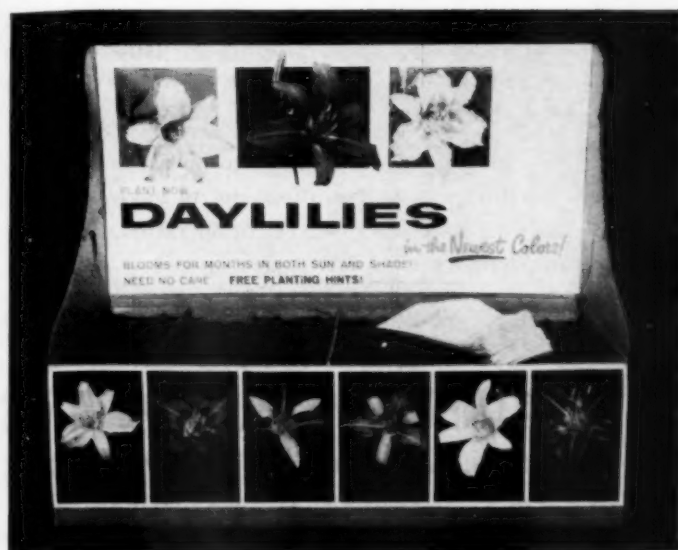
Sole Agents for North America

**MACDONALD & WILSON, LTD.**

562 Beatty St.

Vancouver, B. C., Canada

# MAC-PAK SALES UNITS . . . .



*make selling faster,  
easier and more  
profitable for you!*

Send for our list MPN  
describing 20 convenient  
MAC-PAK profit makers for  
the effective display of  
quality bulbs, plants  
and roots.

## McHUTCHISON & CO.

695-N GRAND AVE.  
RIDGEFIELD, N. J.

2505 S.E. 11TH AVE.  
PORTLAND 2, ORE.

counter so that the customer can select varieties from bulb pictures the way she selects Christmas cards or creates an attractive bulb market festival atmosphere, one promotes a mood conducive to excitement about buying for a beautiful spring garden.

### SHADE TREE PAPERS

[Continued from page 14]

of oxygen; if the supply in the soil is increased it will not result in increased plant growth. On the other hand, if it is decreased to a point below the plant's requirements, even an application of fertilizer will not counteract the effects of poor aeration, though it may help to some extent.

To supplement his talk, Dr. Erickson showed slides illustrating the use of a microelectrode, a device developed to measure the rate at which oxygen is available in the soil. He also showed slides of plants growing in soils with varying degrees of aeration and fertility and pointed out the greatly increased root growth in well-aerated soils.

Explaining that all tests made in connection with soil aeration had been conducted in the greenhouse and mostly with plants other than

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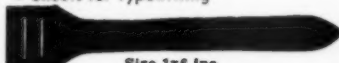
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tree species, he said that more extensive work with trees is in progress. He suggested that calcium peroxide in dry form may be beneficial in treating poorly aerated soils around trees. This may be placed in holes punched or drilled in the soil.

#### Controlling Fruit Set

Discussing the topic "Current Analysis of the Use of Chemicals to Prevent Fruiting of Trees," K. W. Reisch, of the department of horticulture, Ohio State University, Columbus, said research on the problem of controlling fruit set on shade trees was started in 1947 at Ohio State University. The project was justified, because the abundant fruiting habits of some otherwise desirable species of shade trees makes them objectionable and because fruit reduction is often needed to save tree strength.

Basing their work on previous research conducted in connection with fruit orchards, university workers tried various materials and operations on shade trees, including caustic sprays, hormones, mechanical methods and hand thinning. Dr. Reisch said that caustic sprays were found effective in killing the pollen but often caused burning of the foliage and staining of the paint on nearby houses. Eventually, two types of hormones, naphthalene acetic acid and naphthalene acetimid, were found to be best. When applied during the blossoming period they restricted development of the embryo seed.

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the research workers found that low concentrations of 10 to 20 parts per million caused increased fruit set. The strength had to be greatly increased, often to 50 or 60 ppm, to eliminate setting of fruit, Dr. Reisch said. He emphasized that application generally must be made at the period of full bloom for satisfactory results. Even then, however, weather conditions may lessen the effect.

On horse chestnut, mulberry, elm and a few other trees, hormone sprays gave good results in prevention of fruit set, Dr. Reisch said, while with many species the results were erratic. He said that the effect of chemicals in preventing fruit set is as yet unpredictable and advised further research.

#### Honor Canadian Members

The program for Wednesday opened with a breakfast honoring the Canadian members of the National Shade Tree Conference. After the breakfast the Hon. Paul Martin, M. P., spoke on the subject, "Uncle Sam's Partner." He called attention to the long friendship that has existed between the United States and Canada, and their cooperation in problems of international defense.

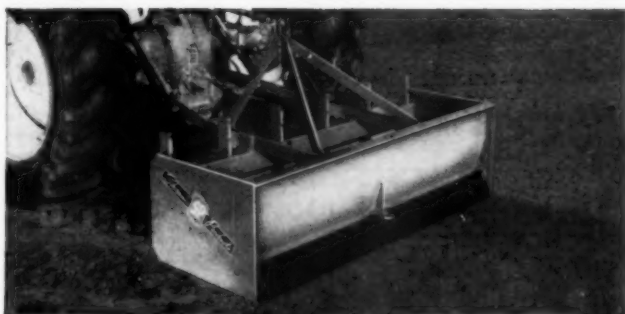
After his talk, conference delegates participated in a tree-planting ceremony in which a Canadian maple, brought from Canada, was planted in Grand Circus park, Detroit, Mich. In the afternoon, field demonstrations of equipment were staged in Belle Isle park.

The Thursday morning session was devoted to a panel discussion, with Prof. Gordon King, arboriculture department, University of Massachusetts, Amherst, acting as moderator. Various arboricultural problems were discussed. Gerald Farrens, Farrens Tree Surgeons, Inc., Jacksonville, Fla., spoke on "Field Procedures and Public Relations"; Orville Spicer, president, Bartlett Tree Expert Co., Stamford, Conn., on "Training and Safety"; Hyland R. Johns, Asplundh Tree Expert Co., Jenkintown, Pa., on "Growth Retardants"; John Kirch, Amchem Products, Inc., Ambler, Pa., on "Right of Way Maintenance," and Robert J. Kelly, Detroit Edison Co., Detroit, Mich., on "Cooperative Effort in Solving Tree and Line Clearance Problems."

Stating that maintenance of good public relations is essential to success in all business ventures, Gerald Farrens offered a number of rules which, he said, all tree service companies should observe and insist upon. These included the following:

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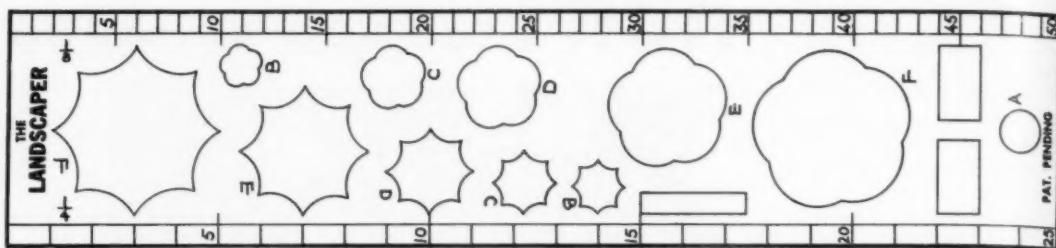
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of property owners before doing any work on trees that stand along roadsides adjoining their property; (2) all workmen should have a neat appearance; (3) workmen should always use good manners when on the job and avoid use of profane language; (4) companies should insist on a workmanlike performance; (5) equipment should be well painted and in good condition; (6) all work should be carried out in accordance with approved methods, and (7) all complaints should be dealt with promptly.

## Describes Training School

Orville Spicer described the operations of the training school conducted for new employees by the Bartlett Tree Expert Co. and said that instruction includes plant identification, botany, entomology, plant pathology, plant physiology and safety. He said that certificates are given upon completion of the studies. He stressed the importance of observing all rules of safety in performance of work and advised frequent short safety meetings on the job. He said it is important to realize that accidents do not happen; they are caused.

In discussing growth retardants, Hyland Johns said the successful development and use of such materials is of economic importance to utility companies since it would reduce the amount of pruning now necessary along overhead lines. Studies and experiments are being made, he added, to develop chemical compounds that will retard growth with-

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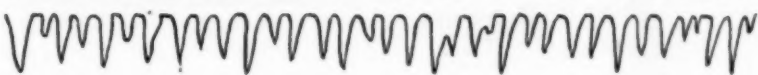
out injury to the trees involved and  
to devise effective methods of ap-  
plying them.

Using slides to supplement his  
remarks, Mr. Johns described sev-  
eral methods of application, includ-  
ing foliage sprays, banding of the  
stem (the material being absorbed  
through the bark) and distribution  
in the soil surrounding the roots.  
His slides indicated that consider-  
able progress has been made in de-  
veloping growth retardant materials,  
but much research work still re-  
mains to be done, he said, before  
they can be put into general use.

John Kirch described the work  
now being done in removal of un-  
desirable woody growth on the right  
of ways of utility companies, and  
used slides to exemplify the prob-  
lems of maintaining such areas in a  
satisfactory condition. He said the  
use of chemicals to control brush is  
much more economical than meth-  
ods used 20 years ago, but that com-  
panies using chemicals are faced with  
the problems of avoiding damage  
from spray drift to adjacent vegeta-  
tion and farm crops, selecting the  
chemicals that will produce the best  
results and developing satisfactory  
methods of application.

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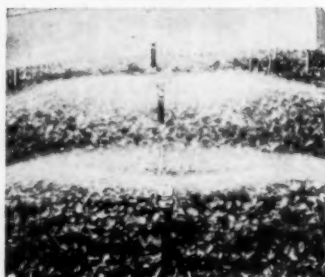
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trunk application, are 2,4-D and 2,4,5-T, with follow-up applications one or two years later to kill regrowth. Amino triazole is also being tried, on an experimental basis, he said, but there is need for the development of new and more efficient chemicals and for better methods of application.

Robert J. Kelly told of the formation of a joint committee composed of representatives of the Detroit Edison Co. and the Detroit department of parks and recreation for the purpose of solving recurrent line clearance problems. Mr. Kelly cited a number of instances in which this committee, in operation since 1952, functioned to the satisfaction of all concerned. The committee inspects situations involving tree problems and generally makes decisions on the spot, Mr. Kelly said. This has resulted in more efficient operations in line clearance work and has reduced costs by more than \$20,000 a year.

Strongly advocating the formation of similar committees in urban areas that have line clearance problems, Mr. Kelly said the committee membership might include not only utility company and city representatives, but also representatives of the arboriculture and real estate industries.

### Gibberellin Report

Thursday afternoon, a talk on the use and effect of gibberellins on plant growth was given by Ralph Althaus, Merck & Co., Inc., North Olmsted, O. Describing gibberellins as a group of related compounds that normally tend to benefit plants most when nutrients are at a low level, or when plant growth is below par, Mr. Althaus said the chemical had first been isolated in pure form in 1938 by Japanese scientists studying a disease of rice. It was not until 1956, he said, that a process was developed whereby the material could be produced in large enough quantities to make it commercially useful.

Pointing out that the 3-year period in which gibberellins have been available for experimentation was too short a time to determine the full range of their capabilities, Mr. Althaus used slides in describing results following application of the material to a number of plant species.

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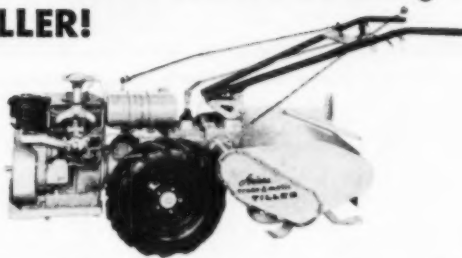
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areas; tree seed prod and flower gums advanced their herbells. said, the to produce and more When he said, se to more ra planting; of dorman tard dorm he said, d gibberellin deciduous U The fina presented Upjohn Co "Antibiotic ease." Def substance p isms that i organisms, there are t bionics used These, he s group, whi bacterial di and cycl which has control of

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areas; treatment of lettuce increased seed production, and the growth rate and flowering of such plants as geraniums and African violets were advanced through treatment with gibberellins. In general, Mr. Althaus said, the use of gibberellins tends to produce elongated stem growth and more flowers and seeds.

When the material is used on trees, he said, seedlings may be stimulated to more rapid growth prior to transplanting; it may speed up the break of dormancy in the spring and retard dormancy in the fall. Conifers, he said, do not seem to respond to gibberellin treatments so much as deciduous species.

### Use of Antibiotics

The final paper on the program, presented by William Klomparens, Upjohn Co., Kalamazoo, Mich., was "Antibiotics for Control of Tree Disease." Defining an antibiotic as a substance produced by living organisms that is harmful to other living organisms, Dr. Klomparens said there are two main groups of antibiotics used in plant disease control. These, he said, are the streptomycin group, which is used in combating bacterial diseases such as fire blight, and cycloheximide (Acti-dione), which has been used successfully in control of fungus diseases such as

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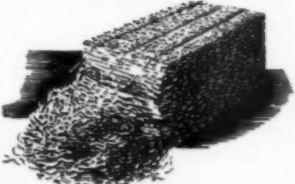
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cherry leaf spot, cedar apple rust and white-pine blister rust.

Commenting that use of Actidione to control white-pine blister rust has recently received wide publicity, Dr. Klomparens described the operation in considerable detail. In treating this disease, he said, Actidione was mixed in fuel oil at the rate of 120 to 150 parts per million in the case of western white pine, and 150 to 300 ppm with eastern white pine. In the beginning of the experimental work the material was applied to the stems of infected trees with a brush; more recently it has been sprayed on the trunks from eye level height to the ground. But it was not applied to the foliage, he said.

The antibiotic is absorbed by the bark, he explained, enters the conducting vessels and is translocated throughout the tree, destroying the fungus without harming the tree's normal tissues. The basal stem method of treatment has been used successfully not only on white pine but also on limber pine, whitebark pine, lodgepole pine and other species. Experimentally, the antibiotic has been used in treatment of cytospora canker on hemlock, spruce and other species, he said, and indicated that it may be useful in treating numerous other tree diseases.

### BEAUTIFY SPRINGFIELD

Starting next spring, the Kiwanis Club and the chamber of commerce of Springfield, O., will sponsor a program intended to make Springfield known as the city of the flowering crab apple. The two groups plan to sell 2,000 of the trees this year and hope to add more every year with annual sales drives.

The crab apples, including the popular species and varieties floribunda, Almey, Hopa and Eley, will be sold at cost at six downtown and suburban locations, according to Louis Shelton, superintendent of the Ferncliff cemetery, Springfield, and chairman of the Kiwanis public and business affairs committee.



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## ABSTRACTS OF RECENT RESEARCH

### ROOTING CUTTINGS OF TAXUS CUSPIDATA CAPITATA

On October 5, 1957, 600 cuttings of *Taxus cuspidata capitata* were placed under intermittent mist in a sand medium in two large groups. One of these groups received four and one-half hours of additional light between 9:30 p. m. and 2 a. m. The supplemental light had a minimum intensity at cutting level of 20 foot-candles. The other group had no supplemental light.

Under each light condition, cuttings were divided into four treatments. One lot was considered the check and received no rooting aids. One lot was dusted at the bases with a hormone powder, another lot with a No. 2 powder and a third lot was dipped in Chloromone. All treatments were replicated and randomized for statistical treatment.

Analysis of results showed that all rooting aids except Chloromone were too weak to give any improvement in rooting. Chloromone, however, improved rooting sufficiently to be significant statistically at the 1 per cent level.

Regardless of other treatment, the addition of supplemental light depressed the rooting response. This depression of rooting by the long-day conditions was sufficient at all times to be statistically significant at the 1 per cent level. These results are so similar to results previously reported on Hatfield yew and currently reported on Pfitzer juniper that it might appear to be a general response pattern for needle evergreens at that time of the year. (Bulletin of the Illinois State Florists' Association, September, 1958, 22:11-12.) C.

### PINE PEST CONTROL

Promising results were obtained with Phosdrin by J. W. Butcher and Dean Haynes, of Michigan State University, East Lansing, in efforts to control the European pine shoot moth in pine seedlings. Details of the experiments and the results are reported in the Michigan State University quarterly bulletin, volume 41, No. 2.

In tests with sprays, Phosdrin, Guthion, BHC and DDT were applied to replicated plots of trees in a nursery bed. Each material was

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cause of the time and labor it saves! Ureaform is nitrogen at its very best. No other form can match it.

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used with and without Wilt-Pruf as a spreader-sticker. Dissection of infested buds three or more weeks after treatment indicated a much better kill of shoot moth larvae with Phosdrin than with the other materials.

When infested trees were rogued out of the nursery beds, tied into bundles and dipped in the sprays, Phosdrin again gave the best results. No live larvae could be found in trees immersed for three minutes in a solution containing one pound actual Phosdrin in 100 gallons of water. When the trees were immersed for shorter intervals or washed in water immediately after being dipped in Phosdrin, some shoot moth larvae survived. I.

### YEW PROPAGATION

A short article by J. R. Kamp and Edward Van Drunen, of the University of Illinois, Urbana, on spring propagation of Hatfield yew appears in the May issue of the Illinois State Florists' Bulletin. Data are presented showing that both under long-day and short-day conditions in the cutting bench, the use of Chloromone improved rooting at the 1 per cent level of significance. Rooting under short-day conditions was also superior to that under long days at the 1 per cent level of significance.

The 8-inch tip cuttings were taken February 19 and rooted under intermittent mist. There were five randomized replications of each treatment which included check, No. 3 rooting powder and Chloromone under both long and short-day conditions.

It was pointed out by the authors that the results were almost duplicates of a similar test run with similar material in October. It was therefore suggested that the day length under which the cuttings were rooted and the use of the Chloromone as a rooting aid were much more important than the time of the year at which the cuttings were taken. C.

### WASHINGTON MEETING

[Continued from page 12]

ington, Pullman. He traced the history of George Washington's estate at Mount Vernon, using color slides of the estate during and after its restoration to illustrate his talk.

The afternoon and evening were devoted to the Puget sound boat trip and the smorgasbord on Hope island. Members of the board of directors met, after returning to Everett, to choose the executive secretary and discuss the winter meeting.

Friday morning's session began





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2½-ft.	10.00	60 lbs.
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4-ft.	18.00	140 lbs.

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24-in.	11.00	53 lbs.

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12-inch	27.00	14 lbs.

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with John Strander's report of the board's action to the general membership. Mr. Strander paid tribute to Wayne Cockburn, chairman of the convention committee, and its various members, for the excellent job done in planning hundreds of details of both work and fun sessions. A spontaneous round of applause gave evidence of membership approval and appreciation.

### Nursery Inspector Reports

George W. Eade, chief nursery inspector for the state of Washington, briefly reviewed his department's program for the past six months, including its cooperation with the United States Department of Agriculture in an intensive trapping program to determine the extent of the Japanese beetle infestation. Traps have been set at all major airfields and have been checked through June and July and were to be checked throughout August. It is hoped to keep the Japanese beetle out of the Pacific northwest.

A fire blight disease was recently found on cotoneaster. Mr. Eade suggests that nurserymen use a copper spray—following the manufacturer's directions—in its control. The survey for rhododendron rust has been completed in 35 nurseries in six



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counties, with negative results. By the time the survey is finished all nurseries growing rhododendrons and azaleas will have been checked for rhododendron rust. California, Oregon and British Columbia are conducting similar surveys.

The state of New Mexico, Mr. Eade said, recently adopted a new plant protection act, which supercedes the old New Mexico nursery law. The state now grants reciprocity to all states that afford privileges to nurserymen and florists of New Mexico. For example, nurserymen in states that grant a similar privilege to New Mexico growers are no longer required to pay a \$10 filing fee or attach permit tags issued by the state of New Mexico to nursery stock coming into New Mexico.

Mr. Eade also reported on his experiences in checking misuse of nursery stock furnished by the state college. The nursery at the state college is closing its operation. Nursery stock of this nature will be supplied by the state nursery under the supervision of the department of natural resources.

Purchasers will be required to make out and sign a specific order, which includes the statement that the nursery trees purchased are not to be placed within city limits, that their use is not to be primarily ornamental and that they are not to be resold with roots attached.

Mr. Eade warned that there are still loopholes in the matter of screening applications, particularly from the western side of the Cascades, and suggests further conference with the department of agriculture in the matter.

After the chapter directors had given their reports, the A. A. N. film on landscaping was shown, and with this the W. S. N. A. summer meeting was adjourned.

#### A. A. N. Luncheon

Most association members attended the A. A. N. chapter 28 luncheon which followed in the hotel. Jack Van Well, of the Van Well Nursery, Wenatchee, chapter president, presided, and the guest speaker was Dr. Martin Carstens, superintendent of the experiment station, Mount Vernon, Wash.

Dr. Carstens reviewed the radical changes that have taken place in the production and marketing of food in the United States and suggested that the same trends—toward contract growing, large merchandising chains and the elimination of independent outlets—may appear in the nursery trade.

New chapter officers, as previously noted, were nominated and unani-

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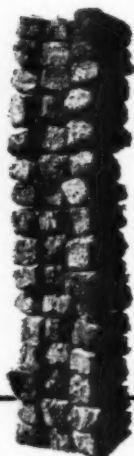
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mously elected. Then Mr. Van Well thanked his officers and committee heads for their support during his year of office and wished Mr. Balzer the same sort of pleasant successful year that he had enjoyed.

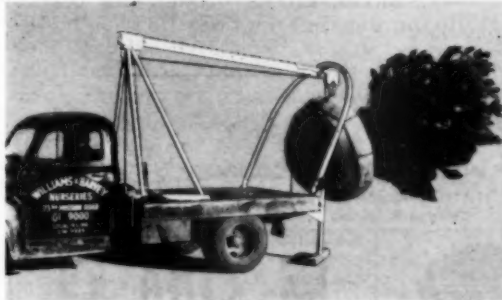
Stanley Walters, Walters Nursery, Puyallup, reported on the recent national A. A. N. convention, to which he had gone as a delegate representing chapter 28; there was discussion of effects of Washington state's new wage and hour law on nurserymen, and then the motion was made and seconded to adjourn.

### FLORIDA FOLIAGE CROP

The production of foliage plants in Florida is now a \$10-million-a-year industry, five times its size in 1949. The entire country is the market, although more than half of the production is sold east of the Mississippi river. These and other facts about this little-known industry were gathered and compiled in a study conducted by three economists with the Florida agricultural experiment station, Charles A. Nicholls and Drs. C. N. Smith and D. L. Brooke.

In 1957 the Florida foliage plant industry consisted of 180 commercial growers who operated 549 acres of land for growing plants in the

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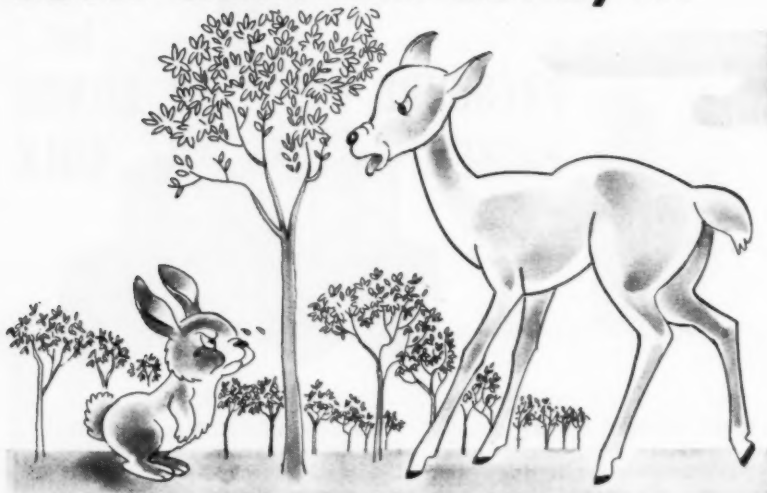


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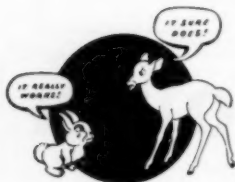
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open field, under lath or plastic cloth, and nearly 36 acres of greenhouse area. *Philodendron cordatum* accounts for 34 per cent of the industry's production. The other *philodendrons* account for another 16.1 per cent, and *Sansevieria laurenti* makes up 9.7 per cent.

There are 10 major market outlets for Florida foliage plants. Variety stores take 23 per cent of the production, and out-of-state greenhouse operators buy 28 per cent. The latter usually buy small plants, which they grow to larger size before moving them into trade channels. The northeastern states take 47 per cent of the crop, the midwest is second, with 24 per cent, and the southeast is third, taking 14 per cent. The remainder goes to the west and southwest.

Nearly 1,300 persons were employed full time by the industry in 1957. Growers in central Florida hired 53 per cent of the total number reported.

## INTERGENERIC GRAFTING

A Michigan State University study directed toward selecting species combinations that could, with further study, be adapted as rootstocks for ornamental plants of the family Rosaceae was recently reported by George Evans, D. P. Watson and H. Davidson in the university's publication, *Nursery Notes*.

Nurserymen in the past have adopted the practice of interspecies and (to a limited extent) intergeneric grafting as a means of obtaining winter hardiness, dwarfness and increased plant vigor. Largely limited to the field of pomology, the practice is represented in ornamental horticulture primarily by the grafting and budding of *syringa* hybrids on *Ligustrum vulgaris* rootstocks.

In the present study, five species—*Rosa multiflora*, *Malus pumila*, *Pyracantha coccinea*, *Chaenomeles japonica* and *Sorbus aucuparia*—were grafted in a total of 15 combinations. Following a 30-day callusing period at 41 to 43 degrees Fahrenheit, with high humidity, the potted grafts were placed in favorable greenhouse conditions.

Preliminary results, based on growth measurements and data on the percentage of successful grafts, indicate that combinations of *malus* on *sorbus*, *quince* on *sorbus*, and *malus* on *quince* may be favorable. Of the rootstocks tested, *sorbus* appeared to be the most promising. It was observed that *Malus pumila*, when grafted on *Sorbus aucuparia*, produced a more vigorous growth than it did when on its own roots.

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## Letters from Readers

### NURSERY STOCK STOLEN

We have been in the nursery business at the same location for 30 years, about halfway between Pittsburgh and Erie, more specifically, on Pennsylvania Route 8, and are known as Swanson Bros. Nursery. Not until the middle of May, 1959, had we had any appreciable amount of plants stolen.

Our dwelling is only a few hundred yards from the remotest part of our eight acres of evergreens, shrubs and trees. The thieves came probably in the early morning hours while we were sleeping. They parked their station wagon on a dirt road that borders one end of our property and came along the edge of a woods.

Our block of rhododendrons contained many plants which had just been transplanted; so that they were easy to lift. Many of the 133 rhododendrons which were taken had not been transplanted, however, and much of the root system was stripped in pulling them from the ground. Seven upright Japanese yews had been loosened with a shovel. A total of 153 plants, with a retail value of \$860, was taken.

The Pennsylvania state police trooper who investigated the theft was a good detective, and he managed to locate the culprit, who lives over 20 miles away. The evidence was insufficient to expect a conviction, since the thief is well experienced and under suspicion of other thefts. The man is a collector of wild rhododendrons and hemlocks, which are common in this area. It is probable that the plants were sold to a nursery sales lot in Ohio, since it would be risky to dispose of them in most western Pennsylvania lots, due to police coverage.

We think that nurserymen, particularly in this area, should be aware of this incident, since it is likely to recur, particularly in the fall or spring, at the time when sales lots are most active.

Sales lot buyers could be helpful in demanding to see a nursery certificate or a bill of sale when offered stock that is obviously not wild. (If plants are wild, a collector's permit should be presented.) Since most buyers should be able to recognize Rhododendron maximum apart from hybrids and hybrid seedlings, they could refuse to buy stock of which they were suspicious.

Paul L. Swanson,  
Swanson Bros. Nursery, Polk, Pa.

## DON'T PAY FOR WATER DON'T BUY WEIGHT

### BUY CUBIC FEET

### CUBIC FEET NOT WEIGHT GIVES COVERAGE



6 cu. ft.—bag size 52"  
3 cu. ft.—bag size 42"

**YOU OVERPAY  
IF YOU BUY ONLY  
WEIGHT**

**YOU GET MORE  
WHEN YOU BUY  
CUBIC FEET**

Approx. 8 lbs. . **KING SIZE BAG** . . 6 cu. ft.  
= 1 cu. ft. (40-50 lbs.) = 72 sq. ft.  
Sphagnum Peat Moss (1" deep)

Approx. 25 lbs. . **SEDGE PEAT** . . . 4 cu. ft.  
= 1 cu. ft. (100 lb. bag) = 48 sq. ft.  
sedge peat or humus (1" deep)

\*Heavy weight is due to excessive moisture

## NOW SPHAGNUM PEAT MOSS in bags

**SPHAGNUM**—less decomposed—lively—lasts longer.

**SPHAGNUM**—like millions of light-weight sponges—absorbs more.\*

**SPHAGNUM**—lively organic—gives better root growth—preferred by professional growers.

\*\*Absorbs 14 to 20 times its weight, whereas sedge peat absorbs only 5 to 8 times. (Based on Dry Weight)

Poly-laminated inside & outside  
Can be stored outdoors

**READY & EASY TO USE**  
free flowing—no breaking up needed

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Phone: MURRAY Hill 2-8586  
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King Size Bag

Name .....

Street .....

City ..... State .....

## ROW-GROWN SEEDLINGS

Per 100 Per 1000

<b>Mahonia aquifolium</b>		
1-yr., S. ....	\$ 6.50	\$ 50.00
<b>Taxus capitata</b>		
2-yr., S. ....	10.00	85.00
<b>Red-Leaved Barberry</b>		
1-yr., S., 6 to 9 ins.	5.00	45.00
2-yr., S., 9 to 12 ins.	7.50	65.00
<b>Green-Leaved Barberry</b>		
1-yr., S., 6 to 9 ins.	5.00	35.00
<b>Washington Hawthorn</b>		
1-yr., S., 6 to 9 ins.	7.50	65.00
<b>Syringa vulgaris</b>		
2-yr., S., 6 to 12 ins.	7.50	65.00
<b>Cotoneaster acutifolia</b>		
1-yr., S., 6 to 9 ins.	7.50	65.00
<b>Cotoneaster divaricata</b>		
2-yr., S., 6 to 12 ins.	10.00	85.00
<b>European Mountain Ash</b>		
2-yr., S., 12 to 18 ins.	10.00	85.00
<b>Viburnum dentatum</b>		
2-yr., S., 6 to 12 ins.	8.50	75.00
<b>Viburnum lantana</b>		
2-yr., S., 6 to 12 ins.	10.00	85.00
<b>Viburnum lentago Tr.</b>		
2-yr., S., 6 to 12 ins.	10.00	85.00
<b>Viburnum sieboldi</b>		
2-yr., S., 6 to 12 ins.	10.00	85.00
<b>Viburnum tomentosum</b>		
1-yr., S., 6 to 12 ins.	10.00	85.00
<b>Ilex verticillata</b>		
1-yr., S., 6 to 9 ins.	8.50	75.00
<b>Koeleruteria paniculata</b>		
1-yr., S., 6 to 9 ins.	10.00	85.00
<b>Magnolia virginiana</b>		
1-yr., S., 3 to 6 ins.	7.50	65.00
<b>Myrica pensylvanica</b>		
2-yr., S., 6 to 9 ins.	10.00	85.00

## EXTRA-HEAVY LINERS

Suitable for Potting

<b>Red-Leaved Barberry</b>		
2-yr., S., 12 to 18 ins., br.	12.50	100.00
<b>Cotoneaster divaricata</b>		
2-yr., S., R.P., 12 to 18 ins., br.	17.50	150.00
<b>Cornus florida</b>		
2-yr., S., 12 to 24 ins.	17.50	150.00
<b>Washington Hawthorn</b>		
2-yr., S., R.P., 9 to 12 ins.	15.00	125.00
2-yr., S., R.P., 12 to 18 ins.	22.50	200.00
<b>Mahonia aquifolium</b>		
2-yr., S., R.P., 12 to 24 ins.	10.00	85.00
<b>Photinia villosa</b>		
3-yr., S., R.P., 12 to 24 ins.	12.50	100.00
<b>Prunus tomentosa</b>		
2-yr., S., R.P., 2 to 4 ft.	25.00	225.00
<b>Mountain Ash, European</b>		
2-yr., S., 2 to 3 ft.	17.50	150.00
2-yr., S., 3 to 4 ft.	25.00	225.00
2-yr., S., 4 to 5 ft.	42.50	375.00
<b>Syringa villosa</b>		
2-yr., S., 18 to 24 ins.	15.00	125.00
<b>Syringa vulgaris</b>		
2-yr., S., 18 to 24 ins.	15.00	125.00
<b>Viburnum dentatum</b>		
2-yr., S., 12 to 18 ins.	12.50	100.00
2-yr., S., 18 to 24 ins., br.	15.00	125.00
<b>Viburnum dilatatum</b>		
2-yr., S., 12 to 18 ins.	15.00	125.00
<b>Viburnum lantana</b>		
2-yr., S., 12 to 18 ins.	15.00	125.00
2-yr., S., 18 to 24 ins.	17.50	150.00
<b>Viburnum lentago</b>		
2-yr., T., 18 to 24 ins.	20.00	175.00
<b>Viburnum sieboldi</b>		
2-yr., S., 12 to 18 ins.	17.50	150.00
<b>Viburnum tomentosum</b>		
2-yr., S., 12 to 18 ins.	17.50	150.00
2-yr., S., 18 to 24 ins.	20.00	175.00
<b>LILAC GRAFTS,</b>		
<b>Charles Joly,</b>		
double dark red.	35.00	300.00

**NEWPORT NURSERY CO.**  
Newport, Mich.

## PLANT PATENTS

The following plant patents were granted recently, according to Rummler & Snow, Chicago patent attorneys:

No. 1859. Rose plant. To Marcel Robichon, Pithiviers, Loiret, France, assignor to Ilgenfritz Nurseries, Inc., Monroe, Mich. A new and distinct variety of rose plant of the hybrid tea class, characterized particularly as to novelty by the unique combination of glossy foliage of distinctive shape and color, a compact habit of bloom and a distinctive yellow general color tonality of the blooms that persists without appreciably fading from the bud stage to the fully open flowers.

No. 1860. Rose plant. To Frank Spanbauer, Decatur, Ill. A new and distinct variety of rose plant of the polyantha class, characterized particularly as to novelty by the unique combination of an upright habit of growth; excellent cut flower production; exceptionally fine flower qualities; long buds borne on vigorous and upright stems of medium length; a slow bud-opening habit and uniform color throughout the growing season; a distinctive camellia-rose and rose-opal general color tonality of the outer and inner petal surfaces, respectively, which remains constant from the opening bud stage throughout the life of the flowers, including the dehydrated petal stage, even when the flowers are cut from the plant, and exceptionally good keeping qualities of the flowers.

No. 1861. Walnut tree. To Arthur L. Drummond, Pacific Grove, Calif. A new and distinct variety of walnut tree, characterized by thrifty growing habit; good structure; bark that does not tend to sunburn; productive bearing of large nuts, which tend to grow in the shelter of the foliage, and a harvest that occurs in the latter part of September, shortly after that of Payne and slightly earlier than that of Eureka. It is further characterized—in comparison to said Eureka—by leafing out and bearing catkins later and by nuts that are larger and easier to harvest, with few "stick-tights," and have a softer shell and a higher percentage of sound, light-colored kernels.

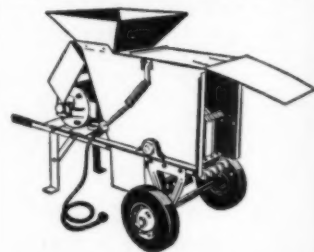
All patents prior to and including plant patent No. 545 have expired and become public property. Until the actual date of expiration, a plant patent excludes others than the patent holder from propagating as well as growing or selling the plant.

JOHN PINNEY, Willis Nursery Co., Ottawa, Kan., with Mrs. Pinney, sailed from Montreal, Que., Canada, August 28 for a 2-month tour of Europe. They expected to return the early part of November.

TRANSITION from cut flowers to ornamentals and specimen trees is being made by Farnham's Floral Gardens, Pittsburgh, Pa. The new operation will be known as Lois Colquitt Farnham Nursery.

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## 1-yr. Whips or 1-yr. Branched

7 to 8 ft. 6 to 7 ft. 5 to 6 ft. 4 to 5 ft.

<b>Majestic</b> (Plant Patent No. 1534) .....		X	X	X
<b>Moraine</b> (Plant Patent No. 836) .....	X	X	X	X
<b>Shademaster</b> (Plant Patent No. 1515) .....		X	X	X
<b>Skyline</b> (Plant Patent No. 1619) .....		X	X	X
<b>Sunburst</b> (Plant Patent No. 1313) .....	X	X	X	X

## 2-yr. or Older Tops

8 to 10 ft. 6 to 8 ft. 5 to 6 ft. 4 to 5 ft.

<b>Imperial</b> (Plant Patent No. 1605) .....	X	X	X	X
<b>Majestic</b> (Plant Patent No. 1534) .....	X	X	X	X
<b>Moraine</b> (Plant Patent No. 836) .....	X	X	X	X
<b>Shademaster</b> (Plant Patent No. 1515) .....		X	X	X
<b>Skyline</b> (Plant Patent No. 1619) .....	X	X	X	X
<b>Sunburst</b> (Plant Patent No. 1313) .....	X	X	X	X

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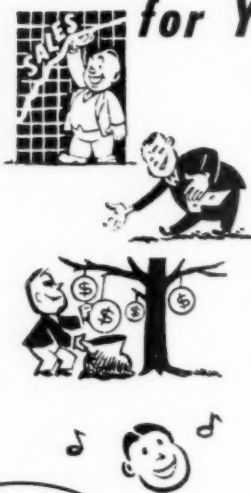
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- (2) Gives them common and Latin names.
- (3) Tells them how big it will grow.
- (4) Tells them where it will grow (sun or shade).
- (5) Tells them how to plant, how to prune and care.

### Here's What It Does for You the Dealer:



- (1) You will sell more nursery stock.
- (2) You will use less time to sell.
- (3) You will need less trained help to sell.
- (4) You will make bigger profits.
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